

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Published by R. R. Bowker Co. at 62 West 45th Street, New York

R. R. Bowker, President and Treasurer; J. A. Holden, Secretary

Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, \$6.00; Zones 6-8, \$6.50; Foreign, \$7.00

English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C. London.

VOL. XCIX.

NEW YORK, JANUARY 1, 1921

No. 1

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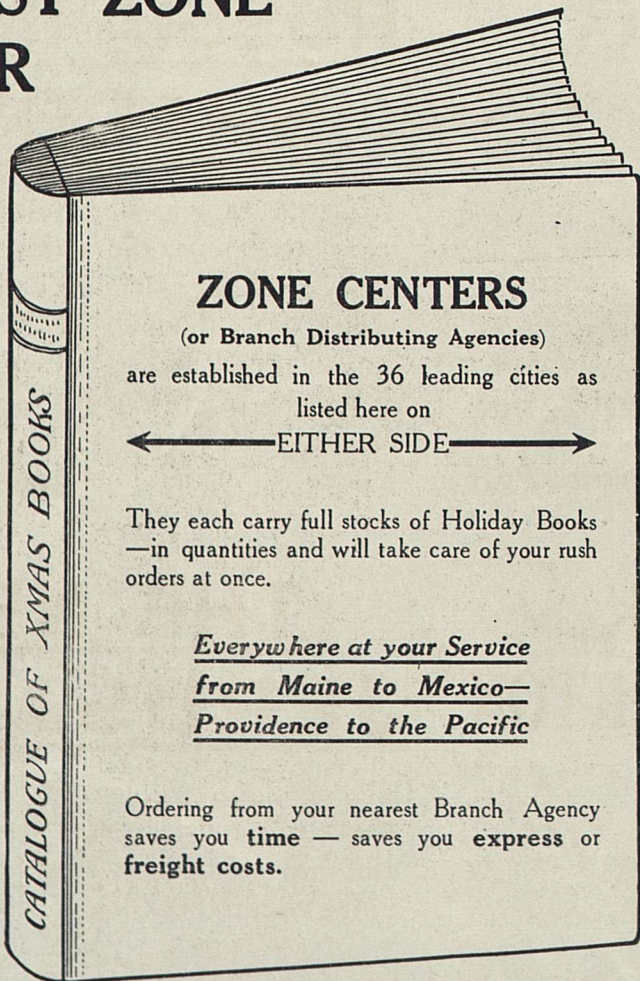
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—*Philadelphia Press*

"Marshall's stories have the call of the wild in them."

—*Current Opinion, New York*

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

January 1, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."
—BACON.

1921

WITH 1921 the PUBLISHERS' WEEKLY enters its fiftieth year of service to the book-trade. The thought of its founder, Frederick Leyboldt, was entirely that of service, and his thought has been the guiding principle of those who have come after him.

This service, while presenting to retailers and book buyers the offerings of publishers, has the more important purpose of promoting more bookstores and better bookselling thru its work of information and education. It is generally recognized that this great and literate nation has by no means developed its book buying capacity, and it should be the chief aim of trade organization and representation to develop that capacity to the fullest extent. The distribution of good books is indeed the commercial basis of our whole system of education, in school and in after years. Our periodical literature has done much to prepare the way for the more permanent literature of books, but the American book-trade is yet far behind in taking full advantage of the opportunities open for it.

The habit of book buying has too largely given way to the use of newspapers, particularly in their Sunday edition, which, despite the good stuff they contain, dissipate the time and thought of the men and women, who should be filling private libraries with the books of all time and of the present day, instead of littering their tables and their waste baskets with the debris of cheap print.

It is the retail bookseller who must be the missionary in this crusade. "Buy A Book A Week!" is the slogan which the book-trade is adopting for an all the year round book-selling campaign in 1921. If this modest plan can be impressed upon the intelligent people, hundreds of thousands of homes will be enriched within two years, each with a private

library of a hundred volumes, and the taste for books is sure to grow with what it feeds on.

It is the aim and use of the PUBLISHERS' WEEKLY, as the representative journal of the profession of bookselling, to meet the needs of the whole trade, publishers and booksellers alike, in making the most of the market in this wide country and bringing America to the fore as a book buying community. To achieve this, publishers and booksellers must work together in full and hearty co-operation. Never before has there been promise of such entire co-operation as for the coming year, in which the National Association of Book Publishers will do its part in developing the publishing trade to best advantage, while the American Booksellers' Association continues the remarkable progress it has made in the past few years toward a high goal.

Printing Arbitration

IN granting the increases ranging from \$2.50 to \$5, the arbitrators have allowed just about what the employers offered October 1st, but the change in business conditions in those three months has been so tremendous that it cannot but seem probable that the receiving of this award will become a disadvantage instead of a gain to the Union. The increase is unfortunate, not merely because the cost of living has been receding rapidly, but because printing conditions are such that the demand for printing is rapidly decreasing, and even the slightest increase to consumers will send them out of town rapidly. Already Chicago has been filing bids here considerably below the present New York scale per thousand ems, and many printing offices will soon feel the pinch of lack of work. One New York printing plant has been closed down for a week for lack of business. The suggestion from users of printing that the employers must absorb any increases was looked upon as mere talk on October 1st, but is now a reality, and the report is common that many of the printers have realized that this must be done. No manufacturer, whether he issues books or any other item that uses print can go out to-day with any increased rates on his product. Publishers cannot absorb any more, because they have been busy absorbing for the last four months. The only answer is for the printing

houses to take care of this or else the work will have to go elsewhere. It seems likely that the Union will be really embarrassed by the award instead of benefited by it.

The Sales Tax

THE article from the Washington correspondent of the PUBLISHERS' WEEKLY in another column points out some of the effects of a sales tax on the bookselling business, and the best information from Washington seems to be that some tax of this character is likely to be enacted. That the book business is one of those that will be most adversely affected seems apparent. If the tax adopted is to become something like an excise tax, merely on the last sale to consumer, it will have to be a tax of greater size than if scattered over the different types of the business. In this case books will be likely to have the full weight of the tax, while periodicals carrying reading matter in another form will probably escape with a lighter impact.

If the tax becomes a stamp tax like that used for patent medicines to-day, it will be another reason for people to slow down their buying of books. If it becomes a tax on turn-over applied to every business, it seems probable that the imported book will have considerable advantage, as there will be on these only the final tax, and there will be, as frequently pointed out, a great incentive to buy books direct from the producer instead of thru retailer and jobber, as there will then be but the one tax instead of three. At the same time, sales such as stocks and insurance would escape this type of tax, and yet in that field there has been much more margin for accumulating a real profit than there ever has been in the book business.

What They Want

WITHIN a few blocks of these editorial offices there are hundreds of dining places. Two come quickly to mind, because they are crowded at all eating hours. This seems to come about not because of their special attention to shining fittings, not to any special advantage of location, not even to advertising, but simply because they show undoubted genius in serving what people like, and, after all, that is the principal thing that builds up the business of a restaurant.

There is some parallel to this in the field of bookselling. We must continue to lay emphasis on the need of better planned and better equipped bookstores, on good locations, good staff and good advertising, but, after all, the bookseller must never forget that the chief attraction of a bookstore is the selection of books. Are the books of the past that people continue to want always there when the purchaser is interested? Are the staple books of information on every subject sufficiently represented, and, the most crucial of all tests, are the new books there when they are most in the public mind? Over and again the general public discusses bookstores, and the conversation too often drifts to the fact that some one was interested in a particular book, had seen that one discussed in the columns of the acute reviewers of the metropolitan papers, or found another book the talk of the neighboring city and yet, when it was asked for at the accustomed place of book buying, there was a lack of knowledge or lack of stock. The bookstore that *always* had everything that people wanted would be an overstocked bookstore, but the store that *usually* has what people are talking about is to be the successful bookstore.

These comments are somewhat prompted by a letter that has just reached this office, giving a book reader's experience in trying to buy one of the most discussed of new novels in a series of cities thru which he had traveled. It would appear invidious to mention the names of the stores where he failed to get help or to point out where he finally found quick recognition of his interest, but there are undoubtedly hundreds of people who have adventures like this and do not take time to express them. Let us say again that, after all, the chief attraction of a bookstore is the books that it has.

Annual Meeting Arranged

THE National Association of Book Publishers is to hold its annual meeting at Hotel Astor on the third Tuesday in January, the 18th. The business meeting will be at 11 o'clock, with reports from the officers and secretary, and election of officers and board of directors.

At one o'clock a luncheon will be served for members and guests with speaking. This is the first general meeting of members since the Association was organized last July.

Publishers' Weekly Thru 50 Years

1872—1921

I

FREDERICK LEYPOLDT, born in Stuttgart in 1835, made his way to America when nineteen, and found in F. W. Christern both employer and friend. When in 1857 he returned from a visit to the home country to become truly an American, he started in Philadelphia, on Mr. Christern's advice, a bookstore for books in foreign languages, with which he later combined a reading room for foreign periodicals and still later a circulating library, strong in French literature, under charge of Miss M. M. Monachesi. He began to publish foreign translations, in dainty shape, and became American agent for the Tauchnitz reprints. Thus he had come into touch with the book-trade in all its relations before 1864, when he established a branch publishing house in New York at Broadway and Bleecker Street.

Hither came in 1865 a young Yale graduate named Holt, with a translation under his arm; and in 1866 the Leypoldt owl on a book appeared over the imprint of Leypoldt and Holt, the precursor of the honored Holt House of to-day.

Mr. Leypoldt was a born bibliographer, and so emphasized this special field that in 1868 he arranged to sell his book publishing interest to Mr. Holt, tho the firm name was to be continued, and devoted himself to compiling and developing the *Literary Bulletin* of the house as a monthly record of foreign and home publications, in connection with which he published an *Educational Catalogue* in August, 1869. In the following month he started the monthly *Trade Circular* as an imprint publication on the model of Brockhaus' *Literary Bulletin*, which obtained an average circulation among retail booksellers of 30,000 copies. This became in July, 1871, the organ of the Publishers' Board of Trade of those days.

Mr. Leypoldt had prepared also an annual catalog of American publications for 1869, and included a second issue covering the books of 1870 in the *Trade Circular Annual* of 1871, issued under the imprint of Leypoldt, Holt and Williams from 25 Bond Street. This volume contained the germ of many later enterprises, including the *Publishers' Trade List Annual*. Mr. Leypoldt prepared a third annual catalog covering books of 1871 in a second *Trade Circular Annual*, which included a review of "Literature in America in 1871," written by R. R. Bowker.

These are the steps which came before Mr. Leypoldt's final development of the purpose which he had long had in mind. With such extraordinary knowledge of the book-trade, home and foreign, in the relations of retailing, news room and circulating library, publishing

and importing, and with an unbounded enthusiasm for book dealing as a profession, Mr. Leypoldt at last reached his life task.

Leaving the firm of which he had been the head, he took an office at 712 Broadway, just south of Astor Place, then "up-town" and near the center of the book-trade, which had begun to move north. The PUBLISHERS' WEEKLY, which honors him as its founder, was first published from this office January 18, 1872, as the *Publishers' and Stationers' Weekly Trade Circular*. The second number announced the purchase from George W. Childs of the *American Literary Gazette* and *Publishers' Circular* of Philadelphia, founded in 1852, which was thenceforth incorporated with Mr. Leypoldt's enterprise, making it twenty years old at its birth.

It was a modest office in those days. Miss Monachesi, his assistant in Philadelphia, became his righthand in preparing book-lists, while her brother, Nicola R. Monachesi, became advertising solicitor for the new periodical. William A. Stewart, a youth whose family were in close touch with Mr. Leypoldt, presently became bookkeeper, the beginning of an association which kept him in pleasant relations with the book-trade for over forty years, till his death in March, 1919. Good-natured Richard Brinckerhoff represented other early publications of the office. R. R. Bowker, a young journalist who, after graduation from the City College in 1868, became city editor and presently literary editor of the *Evening Mail*, had made that journal thru personal acquaintance with authors and publishers the authoritative source of book information. Mr. Leypoldt arranged with Mr. Bowker for the supply of his news columns and for literary work, in which Graham McAdam was his personal assistant.

With the first number of 1873 the cumbrous title of the periodical was condensed to its present title, THE PUBLISHERS' WEEKLY, which was continued in its old-fashioned typography until the first number for 1919. Mr. Leypoldt's aim had been to cover the stationery as well as book-trade, and in 1876 he published the *Stationers' Hand-Book*, planned to develop into a trade list annual for that field. He did not, however, foresee the importance of this field of journalism, and, unfortunately, left its profitable cultivation to other hands.

The periodical was started at the modest price of \$2.50 per year with \$20 as the advertising rate for pages unpreferred in position, and the two volumes of the first year aggregated but 1324 pages. D. Appleton & Company were the first advertising patrons, occupying the first page of the first number, and Dodd and Mead, represented in this first number, were the only other publishers who have retained practically the same name until the

present day, tho the Harper and Scribner houses were represented in the second issue.

Mr. Leypoldt faced innumerable difficulties in his pioneer work, and on one occasion vowed he would leave it to the publishers to send in their material for the weekly list without specific solicitation. The result was a list of three entries, printed on an otherwise blank page in the issue for August 9, 1873, an early use of "white space" for advertising which produced its effect in rousing publishers to a sense of the need of co-operation with the devoted bibliographer.

In 1873 the office was moved, to be near postal and printing facilities, Waldron and Payne being the printers, to the old Potter Building at 37 Park Row, opposite what was then the new post office, where Nassau Street reached Printing House Square. This was known also as the World Building, and after its destruction by fire, the site was occupied by the New York *Times*, which later built a new building to replace the old, while the editors still kept busy in their old places! The publishing business had not then left "down-town" in sole charge of the Harper establishment on Franklin Square, as is now the case. The Park Row offices were around the corner from the editorial rooms of the *Evening Mail* in Frankfort Street, and Mr. Bowker gradually formed closer connection with Mr. Leypoldt, until, on the severance of relations with the *Evening Mail*, he came into permanent association with the Leypoldt office, and thence did his work as a contributor to the literary department of the *Tribune*, while Dr. Ripley was its honored literary editor.

Mr. Leypoldt's inventive ambition always outran his present resources, and he evolved numerous auxiliary undertakings, one of them the earliest list of books for boys and girls prepared by Miss Caroline M. Hewins. Together with the PUBLISHERS' WEEKLY, he issued from 1875 the *Literary News*, a development of his former imprint enterprise, which reached most of the retail book dealers of the country with a circulation for some issues of over 100,000 copies.

More important still was the *Trade List Annual*. Howard Challen had got together in Philadelphia in 1867 and 1869 collections of publishers' catalogs, which gave the initial suggestion for the permanent enterprise. The *Uniform Trade List Annual* was issued in essentially its present shape in 1873 in a volume three inches thick, at the nominal price of half a dollar. It has been published without gap ever since, the title being changed in 1876 to the *Publishers' Trade List Annual*, and became known as the "Bookseller's Bible" and the weightiest single volume going thru the mail. It is now a volume of eight inches in thickness, weighing seventeen pounds, costing \$3.80 to bind and \$1.36 for postage at book rates.

The American Book-Trade Union had been formed by western booksellers at Cincinnati in 1874, with Isaac B. Aston of Columbus, Ohio, as president and Timothy Nicholson as

treasurer—still in the land of the living in the Quaker town of Richmond, Ind., and one of the honored veterans of the trade. The personnel of the PUBLISHERS' WEEKLY came into close relation with this organization which broadened into national scope, and included the leading book publishers. It held a convention at Put-in-Bay, Lake Erie, later in 1874, when it became the American Book Trade Association, with A. D. F. Randolph, the New York publisher and bookseller as president. A second conference was held at Niagara Falls in 1875. In the centennial year 1876 it held its third conference at Philadelphia in connection with the Centennial Exposition, and the PUBLISHERS' WEEKLY issued a special Centennial Number, describing the collective book-trade exhibits in that great exhibition. The American Book Trade Association went on the shoals in the heavy weather of an endeavor to change nominal prices to net prices with decreased discounts, and never came together again.

Mr. Leypoldt recognized the growing importance of the libraries as a means of book distribution, and a column of library notes was made a feature of the PUBLISHERS' WEEKLY. Early in 1876 tentative announcement was made of a library periodical, and this brought from Amherst Melvil Dewey who had the same thought in his mind. A consultation at 37 Park Row in March, 1876, between Mr. Leypoldt, Mr. Bowker and Mr. Dewey had the twofold result of starting the *Library Journal*, which issued its first number in September, 1876, and the American Library Association for which the first call was sent forward from that office and which held its first conference at Philadelphia in that year.

A studious young man of German parentage, born June, 1850, in down-town New York, named Adolf Growoll, who had started as a printer with Waldron & Payne, had come into relationship with the office in 1877 to help Mr. Leypoldt in the preparation of the *Educational Catalogue*. He was destined to make his mark in American book-trade development. Mr. Growoll became managing editor of the PUBLISHERS' WEEKLY, and until his death in 1909 was its main reliance. He was a founder of the Booksellers' League, at whose dinners he is held in loving memory, and he contributed to the literature of the book-trade numerous bibliographies and other publications, notably his work in three parts on "The Profession of Bookselling," originally published in the columns of the PUBLISHERS' WEEKLY.

The next removal was in 1879 to offices at 13-15 Park Row. Permanent American bibliography had been developed by O. A. Roorbach and continued by James Kelly, but their work was inadequate, and Mr. Leypoldt determined to make a better record of books in print in the centennial year 1876. This was the beginning of the great quarto series of the *American Catalogue*, which continued till the end of the nineteenth century. The orig-

inal volumes were edited chiefly in the offices at 13-15 Park Row, which also proved the place of birth of the Mugwump movement in a consultation called by Mr. Bowker in September, 1879, in which movement George Haven Putnam and many publishers participated.

On the *American Catalogue* in the two great volumes of 1876, the first by author and title, the second duplicating the entries by subject, Mr. Leypoldt had the help of L. E. Jones and later of Miss Augusta I. Appleton. The enterprise was underwritten to some extent by publishers who subscribed for a number of copies at \$25 each, but its publication was beyond Mr. Leypoldt's resources. He was, in fact, one of those enthusiasts who never counted the cost, and it was too frequently a painful episode of the office that three o'clock arrived with notes due for which there was no money in the bank, causing terrific agitation on Mr. Leypoldt's part. To carry thru the *American Catalogue*, an arrangement was made by Mr. Bowker on behalf of Mr. Leypoldt with A. C. Armstrong & Son, who became the nominal publishers.

To further relieve Mr. Leypoldt, Mr. Bowker raised the money to purchase the PUBLISHERS' WEEKLY itself from him on a conditional scale, involving right of re-purchase by Mr. Leypoldt on the same terms, plus any increment of value. This was in 1879, and Mr. Bowker took over the general management of the periodical. But early in 1880, Harper & Bros. commandeered him as their representative in London, especially in connection with the starting of an English edition of *Harper's Magazine*, and the periodical was technically leased back to Mr. Leypoldt in the expectation of its early re-purchase. Mr. Bowker returned from London late in 1882 and for some time continued in relation with the Harper house.

Mr. Leypoldt removed the offices in 1883 to 31 and 32 Park Row. Meantime his en-

thusiasm and nervous energy had been undermining his health, and he died, a martyr to his profession, on March 29, 1884. The PUBLISHERS' WEEKLY for April 5, 1884 was made a memorial of his life and labors.

Mr. Leypoldt had died without the re-purchase of the PUBLISHERS' WEEKLY. The *Literary News*, the *Publishers' Trade List Annual* and the *Library Journal* remained to his estate, and his widow, Augusta H. Leypoldt, a niece of F. W. Christern, joined forces and interest with Mr. Bowker and became the valued bibliographical editor.

In 1887 the offices were removed to 330 Pearl Street on Franklin Square, opposite the Harper Building. Here Louis J. Hoffman developed the Hoffman Press, which did the composition on the PUBLISHERS' WEEKLY, and Mr. Bowker organized the Economist Press as pressroom, under the charge first of Arthur E. Waldradt and later of W. W. Moore.

In 1890 Mr. Bowker became the executive head of the Edison Illuminating Co. and his time was much occupied in the development of that enterprise, and particularly in the erection of the great station on Duane Street. In 1892 the PUBLISHERS' WEEKLY offices were moved to 28 Elm Street, opposite the Edison Station, and remained there until in 1894 fire gutted the building, when Mr. Bowker was obliged to superintend the safeguarding of the Edison Station, while watching the destruction of his personal offices opposite. Temporary headquarters were found at 54 Duane Street, and in 1895 removal was made to the building at 54 Duane Street, corner of Elm Street, next the Edison building, Mr. Bowker confining himself to the Edison offices for most of the business day and doing his work at the publishing office the first hour in the morning and the last in the afternoon.

In this location the PUBLISHERS' WEEKLY remained until the removal of the offices in 1900 to 298 Broadway.

The American Book-Trade Journal

Place of the Publishers' Weekly in the Book-Trade

IT is a very natural custom and a helpful one to have each trade or profession considered as a unity, as a group whose statistics belong together and whose problems are of a similar nature. This habit of considering similar businesses as of a compact group is encouraged by census takers, labor reports, and by the increase of national associations working for the general good of all concerned.

Sometimes, however, this apparent solidarity of interest is much more apparent than real. After all, manufacturers work in their own circle of problems, in their own cities or isolated places of business, and retailers whose problems may be similar are scattered in communities widely apart. It is not too much

to say that the thing that does bind the producer and distributor together in one habit of thought is the trade paper, and in this field America has led every nation in building up in the last half century a group of business trade papers that are without equal in their effectiveness and usefulness in any country in the world.

The American book-trade is very largely centered in four large cities, but, as publishing is of necessity a matter of individual conception and initiative, it is not always the natural inclination for publishers to draw closely together. In the field of the retailer, activities are naturally much more widely scattered, and yet, as the trade is in total a small one, the individuals are more prone, as in many trades,

to become isolated workers in private corners.

It is not too much to claim that the PUBLISHERS' WEEKLY in its long history has done more than any other one instrument to keep that sense of trade interest and solidarity between these widely scattered units. Today, with the American book-trade feeling the impulse of new ideas and new opportunities, the PUBLISHERS' WEEKLY stands more ready than ever to serve the book-trade as a focusing point, as a place for the publishers' interests to be discussed, and as a medium going to all handlers of books, not only booksellers who make up the majority of its circulation, but also to librarians, literary editors and others. There is not a state in the union where the PUBLISHERS' WEEKLY does not go. It goes to Canada and all of the foreign countries that are large users of books. Many of the regular features of the WEEKLY have become an accepted part of every bookman's reading, so much an accepted thing that it would be hard to realize just what loss there would be if its regular coming should be held up for a season.

Of fundamental interest is the *Weekly Record of New Publications*. This record is scanned by all booksellers, librarians and editors who wish to be promptly in touch with what is coming from the presses. Unlike the records of literary periodicals, it is not restricted to the books that are sent to the office, altho all the established publishers send their publications on issuance from the press. It includes just as carefully the books from private presses, from those entering but casually into the field of book publishing, from religious houses, law book publishers, universities, state, government and every source to which a book can be traced. To make this record complete requires the work of two bibliographers thruout the year. Every source of possible information about new books is checked up, including the Library of Congress cards, and out-of-the-way publishers are immediately written to for accurate information. The divided page, which was introduced a year ago, has proved of great value, as it permits segregation of less important items, which would be of interest to but few. About 8,000 entries are made in these columns during the year, or about 160 to each issue. The monthly summary of book production, based on this list, is used thruout the country as statistics of the book-trade.

Regular Contributors

The general news for the PUBLISHERS' WEEKLY is gathered from hundreds of sources. Its long establishment means that people in all directions send news items. Every book-trade paper is carefully scanned for items that may be of importance to the book-trade: the papers of England, of continental Europe, of Canada, of Australia, all of the principal American book papers and literary pages are read with a view to making sure that the PUBLISHERS' WEEKLY shall include all items likely to be of

interest to publishers or book distributors. A regular correspondent, Waldon Fawcett, watches for developments of interest in Washington; W. A. Craick, of Toronto, contributes occasional news letters from Canada; George H. Grubb, of London, watches for special material on the English book-trade happenings.

Familiar Features

The signed articles that appear are intended to bear wholly on the interest of book distributors and not on the literary value of books, which is completely covered in scores of other mediums. It is the intention of the editors to have one or two signed articles of importance in each issue, with material that no one in the book-trade would wish to miss. An important serial will start during January on "The Story of Paper," written by Benjamin S. Van Wyck. This series of articles will approach the story of paper, not from the point of view of its technical manufacture, but of its history and the romance of its development and its present usefulness, a series intended for those who handle paper in its manufactured state, with a view of increasing their knowledge of the material and its possibilities. This series will be followed by similar articles from other writers on printing, illustrating and binding.

There will be continuous emphasis placed on all progressive attempts to handle books in a new or especially successful way. Bookstores whose equipment or merchandising success makes their record of importance to others, new stores who approach distribution from a new angle, specialty stores that are giving intensive study to some phase of book distribution will be written up, and these articles will be illustrated with photographs in order that booksellers may visualize what other people are doing.

The place of women in bookselling is becoming of increasing importance, and this will be recognized during the coming year by a special monthly page on "Women and Book-selling." This page will include special news from women's bookselling enterprises and reports from monthly meetings of the Women's National Book Association.

The problems of the publisher will be constantly recognized by prompt reports on such matters as paper, printing, copyright and postal regulations. The changes going on in these various fields today make this feature of the WEEKLY of increasing importance.

The interest of the retailer in better merchandising of books will be continually recognized as before by special articles, and also by a regular weekly page entitled "In the Field of the Retailer," which will bring out practical suggestions of good retail practice.

The human side of bookselling is not to be forgotten, and the "Uncorrected Galley" has become a looked-for feature by most subscribers. In the same field there will appear during the coming year "The Adventures of a Bookseller" by "Ketch." The human side of

these bookstore anecdotes will appeal to all who have sold books. The contributors' columns are always open to those who want to discuss trade problems, and many of the most interesting discussions come in that way.

The rare and second-hand business, as well as the general trade, will find the *Books Wanted* pages among the most important of the WEEKLY's pages. Tens of thousands of books change hands each year thru these notices. Many dealers pick up a large part of their annual business in this way. So many books have gone out of print during the last few years that the need of this constant interchange is much greater than ever before. The rare book interests are followed in the regular department by Frederic M. Hopkins, long well-known to the rare book business, who constantly follows the auctions and reports special features of the sales, and comments on the general tendencies of the market. A calendar of auction dates is carried weekly, so that the current number serves as a guide to those who do not wish to miss the important events. All old book catalogs of any individuality are listed, in order that those who do not receive them regularly can search out lists that seem to bear on their particular interest.

In the field of book news, the columns of "Among the Publishers" and "Author Gossip" follow the happenings of the trade promptly, emphasizing things of current publishing record that have special news interest.

Special Numbers

The important part of the special numbers of the PUBLISHERS' WEEKLY in the book-trade should not be forgotten. These start with the *Annual Summary Number*, the last issue in January, when the book-trade statistics of the previous year are gathered for permanent record and discussed in their bearings on future development. This number becomes an important reference book for book-trade facts for many months to come. In February comes the *Traveler's Number*, emphasizing as it does the importance in any trade development of the traveler whose business it is to carry the message of the producer to the live distributor. In March comes the important *Spring Announcement Number*, whose advertising pages are a reference guide for those who prepare catalogs or plan buying for the spring season, and whose author and title index serves as a reference for those searching for books and publications in the first six months of the year. In May falls the *Convention Number*, giving the full report of the happenings at the American Booksellers' Association gathering, with its important discussions and valuable papers. This is closely followed by the *Summer Reading Number*, which is intended as a guide to those who are studying the summer market, and which is used in imprint edition by the retailers in building up their vacation trade.

In July falls the annual *Educational Number*, which has been an index to the textbooks of

the country for many years. Every textbook in print is represented, and this gives to the textbook industry of the country an up-to-date reference book, which is invaluable in following the ever increasing publications in this field. It is found all thru the year on every textbook publisher's desk and on the shelves of the buyers and all large educational systems.

The last week in September brings the *Fall Announcement Number*, the authoritative reference book on the scope of the fall's publishing activities. Buyers in every field, booksellers, librarians, mail order houses, look to this as the most complete survey of what is appearing in that season, makers of catalogs use its advertising pages for their most concise description of the important titles and booksellers in every direction use its index from then until Christmas, in order to trace the books which are called for and not readily recognized. Without this valuable reference book, the fall business would be a thing of confusion indeed. In November comes the *Christmas Bookshelf*, which winnows out and offers in attractive display the cream of the fall publications from the point of view of the gift giver, a publication which has been used for years by the retail book-trade in bringing books as gifts to the attention of all of its best buyers.

More than is the case with most trade papers, the editorial pages of the PUBLISHERS' WEEKLY have important bearing on trade developments. These pages have always been written with authority and with an unprejudiced view on trade affairs, both from the publishing and retail angle. Its opinions and discussions are widely quoted wherever books are of interest and perhaps more than any other part of the periodical, the editorials serve to emphasize the common interests that must lie between all those who have the good of the book and its distribution at heart. It is to be hoped that the bigger and better book-trade which seems to be developing can be helped along by these columns.

The PUBLISHERS' WEEKLY enters its fiftieth year with high hopes that it may be able to improve all its regular departments, realising that no periodical or other enterprise can afford to stand still in an age of progress. Believing, as it does, in the great future of the book-trade, its editors will endeavor to supply an organ adequate to the great possibilities.

Book Cloth Prices

NEW scales of book cloth prices have been issued by the Interlaken Mills, Holliston Mills and Western Shade Co., all of these showing about an average of twenty per cent decrease over the levels of last spring. The cotton market, which influences these prices, has fallen heavily, and this is the first reflection in this market of this change.

Printing Unions Win Raise

New York Arbitrators Make Awards

THE arbitrators who have been considering the demands of the eight New York unions connected with the printing trade have awarded increases, on a decision rendered December 24th, of from \$2.50 to \$5.00. About 19,000 workers were affected by this decision, which will make the New York scale the highest in the country and double that of London. The award is retroactive to October 1st. Readjustment of the wage scale was demanded by the unions on account of the increase in cost of living as compared with last January, when the agreement was made, and the arbitrators took into consideration only two factors—the increased cost of living and the economic condition of the industry.

The eight unions involved in the arbitration demanded increases ranging from 25 to 42 per cent. The employers offered to give the workers a flat increase of \$4 a week. This was rejected by the unions. The employers then withdrew their offer, and the whole question of wages went to arbitration, as provided for in the contracts made last January, following a long strike in the printing industry.

The arbitrators were Dr. George W. Kirchwey, formerly Dean of the Columbia Law School and now Professor of Penology at the New York School for Social Work; Dr. William M. Leiserson, Impartial Chairman of the Labor Adjustment Board of the Rochester Clothing Industry; and Dr. William F. Ogburn, Professor of Economics at Barnard College.

The decisions of the arbitrators were announced by the Labor Bureau, Inc., 1 Union Square, which acted as economic adviser to the unions. Evans Clark of the bureau said the workers expected a greater increase, but the awards were considered in the nature of a victory for organized labor, particularly as

the tendency everywhere is for reduction in wages.

In the group arbitrated by Dr. Kirchwey is Typographical Union No. 6, with 6,500 members in the book and job trade, who were awarded an increase of \$5 a week over the present scale of \$45. They had demanded \$18. The 2,800 members of Press Assistants' Union No. 23, who had demanded \$18, were awarded \$4 a week increase, bringing the new scale up to \$43 a week. The pressmen in Job Pressmen and Feeders Union No. 1, who now receive \$40 a week and had demanded an increase of 40 per cent., will get \$4 a week increase; while the feeders, who demanded a similar increase, get an advance of \$3 bringing their wages up to \$32 a week. There are 1,200 workers in the union, equally divided between pressmen and feeders.

In Dr. Ogburn's group, the 2,800 members of New York Printing Pressmen's Union No. 51, get an advance of \$5 a week over the present scale of \$46. They had asked for 40 per cent. The cutters in Paper Cutters' Union No. 119, who asked for 25 per cent increase, were awarded \$3.50 a week, bringing the scale up to \$45.50. The sheet straighteners in the same union got an advance of \$3, the new scale being \$40 a week. They had asked 25 per cent increase. There are 900 cutters and 600 straighteners. Dr. Ogburn awarded to the 400 paper handlers in Paper Handlers' Union No. 1 an advance of \$3 a week, the new scale being \$38. They had asked for \$15 increase.

Dr. Leiserson awarded 200 mailers in Mailers' Union No. 6 an increase of \$3 a week over the present scale of \$37. They asked for 30 per cent. The 2,100 bindery women in Bindery Women's Union No. 43 were awarded an increase of \$2.50 a week, bringing the new scale up to \$30 a week. They had asked for an increase of \$12.

Early Preparation for a Dull Month

THERE is one bookselling season that really reaches its crest in May (supposedly the dulllest of all months in bookselling), and the wide-awake retailer begins shortly after the first of the year to look into the possibilities in this direction. That field is the field of the commencement and graduation record, and the bride's book.

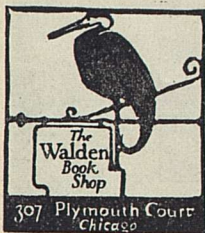
The thing that keeps this kind of book perpetually active is that anyone who has ever kept such records and has been able to look back at its pages from five to ten or twenty years' perspective, has easily realized that he or she would not willingly have been without that record. These are the books that bring back most vividly the most precious memories of life.

The retailer who really gets the value of these ever-recurring seasons has to start his activities some months' ahead, as the more exciting activities of graduation year begin in the winter time, and if the record is to be complete the owner should have the book at hand and under way four or five months before Commencement, and the bride's book begins to receive material some months before June.

Several publishers have put much care and thought into the preparation of books for these fields, a kind of fine printing that has become a specialty in itself. The fact that the year round bookselling plan lays special emphasis on commencement and wedding time will give an added impulse to displays of this kind.

Progressive Bookselling

The Walden Bookshop of Chicago



The Walden Bookshop, which opened in Chicago last May, has attracted a great deal of attention, because of the originality of its design and appearance and because of certain consistent features of its business policy. It is in a quiet street, Plymouth Court, several

doors from a busy one. The problem of the architects was to make the mountain come to Mohammed, writes Theron P. Cooper, mgr. of the Walden shop. The designers, William Jean Beauley, of New York and Fred H. Foster of Chicago proceeded upon a theory that wall space six feet or more above the floor has storage value only, as far as books are concerned, and in large cities is far more valuable as display space for paintings, prints, etchings, etc. They worked out an odd, irregular wall plan of shelves which is as attractive as, and perhaps gained inspiration from, some glimpse of the skyline of Michigan Avenue. This has left on the upper walls six

large neutral tinted spaces which have proved ideal for the display of paintings, and the combination of paintings and books makes a room of beautiful, uncommercial appearance. The hangings and the runners on the center tables are of Monk's cloth. The lamps have parchment shades bearing the trademark of the store. The shelves are well-lighted, and much of the selling is done from them. Comfortable Windsor chairs invite the customer to tarry near the tables or near some of the low shelves, where late or especially interesting books are laid along the top. All but the lower part of the display window has been covered with an elaborate and highly decorative design in brilliant colors. This design includes the name of the shop and the trademark of the shop, the black crane, and has immense advertising force.

It is only fair to admit that the financial returns from the display of paintings have not as yet justified the

empty upper walls, the management of the shop says, but believes that this is largely due to inexperience, and still has faith in the idea. The indirect returns from comment on the beauty of the store have been great.

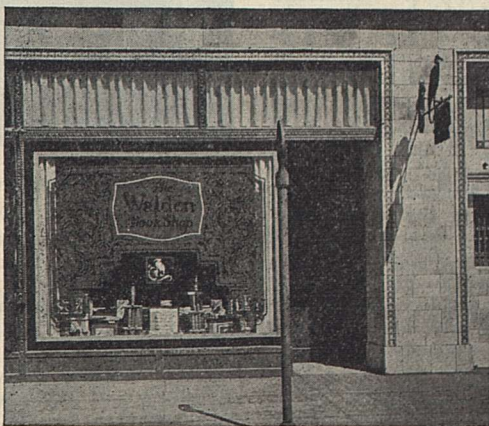
The buying and selling policy of the store is like that of the Radical Bookshop, which is an older sister of the Walden Shop, and is under the same management. This policy has made a reputation as well as money for the Radical Bookshop and it has done the same thing in six months for the Walden Bookshop. The management believes that upon this the continued success of the store will depend. That policy is to be interested only in really good things, diffident about the second-rate and hos-

tile to the mediocre and trashy. This means faith enough to stock a good title even when the discount is low and the turnover slow. It means usually, selling second-rate books only on the customer's orders. It means actually removing from the shelves any thoroughly poor titles which have by some mischance crept in.

Another feature of the two stores which is undoubtedly contributing to their success, is their "con-

sumers co-operative" form of organization, but that is a long story.

A recent Walden Bookshop exhibit of more than usual interest, was a collection of paint-



ings by Sherwood Anderson, author of "Winesburg, Ohio" and "Poor White." Mr. Anderson explained how he came to try his hand at art new to him. He said: "Some months ago I was in the South and in a very colorful country. Before my house lay a bay, an inlet from the Gulf of Mexico. There had been heavy rains up-country and the red soil was washed down into my little bay. The bay became red. The morning and afternoon light falling on it made a color madness that got into my brain. Altho I had never before touched a brush, I sent for brushes and paints." Such exhibits as this attract many people to a shop, some because of the interest in seeing the work of a favorite author in a new medium, and some because of their interest in painting. These latter may become interested in the books of a successful painter.

Real Books for Christmas

BOOKSELLERS and publishers have by this time in hand their own estimates of how the public has considered books as gifts during the Christmas season of change and fluctuation, but there cannot be much doubt that in numerous ways the book has become even more widely considered among those who check off lists of gifts between Thanksgiving and Christmas. An interesting comment on this is a leading editorial in the Philadelphia *Evening Bulletin* the week before Christmas. As the *Bulletin* is not a book page paper, the comment on the holiday giving of books may be considered as a practical reaction of an editor who looked on the book situation from a somewhat detached point of view.

HOLIDAY GIVING OF BOOKS

"Reports of booksellers and publishers indicate clearly that this has been an unprecedented season for the presentation of books. Recourse has often been had to a desirable volume when the perplexed shopper for Christmas gifts could find nothing else appropriate. But, according to the trade, there has been for the past two weeks a tendency to bestow books primarily and for their own sake. Certainly it is a most gratifying manifestation of the spirit of Christmas giving.

"The practice may be regarded as partly due to the revolutionary change in the character and quality of the books produced and displayed for the holiday purchaser. Lavishly illustrated editions of classics or narratives of travel were the best among those available up to a dozen years ago. Flimsy and gaudy reprints of poems or brief tales, in which the decorations imparted obscurity to the text, were the worst of them. These volumes were designed and manufactured for the holiday trade. Gifts of the better class were soon relegated to the book shelves to remain undisturbed until house cleaning time: those of the more perishable variety speedily passed from the library table in company with old magazines.

"Books like these have almost disappeared from the market. Their place has been taken



COMBINED PAINTINGS AND BOOKS

by good literature, comprising both 'standard authors' and the most recent works in every department of literary activity. Holiday purchasers have learned to consult the tastes of readers among their friends, and to make gifts accordingly. History and biography, recent travel and exploration, science, essays, poetry and drama, all meet the preferences of a myriad of readers, as well as fiction, which flourishes universally.

"The national diffusion of popular education has raised up a numberless army of readers in the United States. One reason given for the phenomenal sales of the so-called historical romances and other novels twenty years ago was that this multitude was just discovering the charm of books. Other causes were doubtless operative, not the least being a psychological wave which set hundreds of thousands of persons, comprising all sorts and conditions of men and women, simultaneously perusing precisely the same novels. The books were second rate, or worse, but if they stimulated an appetite for reading in general, they fulfilled an important mission. In a similar way, the Christmas giving of good literature is not unlikely to foster a deeper interest among untold thousands in what is best in the well-tilled fields of human endeavor, thought and imagination, as enshrined in current literature.

"Let the book lover who receives a worthy volume from a relative or friend show his appreciation of the giver's thoughtfulness in no uncertain terms. In this way he will become a sort of literary missionary to promote a kind of Christmas giving that, like mercy, blesses him that gives and him that takes."

A Sales Tax and the Book-Trade

By Waldon Fawcett

IT appears so reasonably certain that we shall have, in the United States in 1921, a general sales tax as an important, if not, indeed, the principal medium of Federal revenue, that the book-trade may be justifiably interested in the precise type of sales impost to be applied. Up to this time, fortunately, the book-trade has been spared close acquaintance with the "sales tax" or "consumption tax," as this source of income has been designated in some instances. Since the United States entered the world war, the national program of taxation has incorporated a considerable schedule of "retail sales taxes," collected, by means of the affixing of stamps or otherwise, by the seller from the purchaser at the time of sale. However, the war-inspired sales taxes have been comparatively limited in scope, embodying such special levies as the sales taxes upon automobiles, etc., and the so-called "luxury" taxes applicable to merchandise when sold at retail at prices above prescribed minimums. But even the "luxury" tax has touched the book-trade only via certain side lines handled by some booksellers.

What Form Will It Take?

Now, however, the entire book-trade and all its affiliations appear to be due to make closer acquaintance with a sales tax which will take toll at one or more points of all books published for profit. Widespread opposition to the "excess profits" tax and to certain features of the income tax has rendered certain the overhauling, in the early part of 1921, of our domestic revenue system, in conjunction with a general revision of the tariff. From the day that this rearrangement of taxes was officially forecast there has been energetic and persistent agitation in behalf of a sales tax as the backbone of the new revenue program. To what extent this agitation has been propaganda is in doubt. Certain it is, tho, that the aggressiveness with which the sales tax idea has been championed by bankers and economists has rather overawed business interests that have not deep-rooted convictions on the subject. Yet, the mere circumstance that it is a system of taxation, designed to endure for years to come, that is soon to be in the making renders it important that bookmen give heed to this issue while there is yet time for crystallized trade sentiment to make impress at Washington.

As has been said, the question of the hour is not so much whether we are to have a sales tax as what form the tribute from sales is to take. To a considerable extent, the impression has taken root in book publishing and book selling circles that the sales tax which seemingly impends is a tax upon gross turnover, to be collected at every turnover

from primary producer to final retail distributor. The prospect of the tax upon turnover has naturally inspired misgivings on the part of those in the book-trade who apprehend that such an impost would be liable to give unjust advantage to producers who sell direct to consumers and would penalize books that pass thru the hands of wholesalers or jobbers, the disadvantage in price being directly proportionate, presumably to the number of hands thru which the books passed en route from printing press to retail counter.

Tax on Turnover

This tax upon turnover should not, however, be regarded by the trade as a foregone conclusion. It is, to be sure, the form of sales tax that has been most prominently exploited both in the corridors of the national Capitol and in the public prints, but it is by no means the sole candidate. Various alternative levies upon sales have been outlined. Some of the proposals take the form of special bills, lately introduced in Congress. Others appear as suggestions laid before the Ways and Means Committee of the House of Representatives which is even now engaged in the preliminaries of drafting a new revenue law. The significant point is that each and all of these diverse sales taxation schemes will receive due consideration at the hands of the lawmakers, and it may therefore be worth while to appraise the support and opposition that is present in the respective quarters.

The proposed tax upon turnover, which seems to portend disquieting inequalities in the book-trade and provokes resentment in proportion, finds enthusiastic support from retailers in many lines. The reason is not far to seek. It lies in the fact that a tax upon turnover, say a levy of 1 per cent, that being the rate most frequently suggested, would be included or absorbed in the retail price paid by the ultimate consumer. Many merchants who have had experience in recent years with stamp taxes or special levies that must needs be collected as such from a buyer at retail at the time of purchase have conceived the idea, justly or not, that an "extra" of this kind, small in amount tho it be, operates to chill or check sales when tacked to a quoted price. Retailers of this school would rather pass along a turnover tax, regardless of its cumulative proportions, so long as it remains "invisible" to the ultimate consumer.

In order that opponents of the tax upon turnover may not underestimate the sentiment that they will encounter on the other side, it should also be explained that not a few retail merchants in various lines have been persuaded to a preference for the tax upon turnover, if some sort of sales tax is

inevitable, by the boon of minimum troubles in bookkeeping. Many small merchants, with limited facilities, shudder at the thought of being called upon to provide a system that would show a record of each individual sale and the amount of tax collected. The general tax upon turnover, as championed at Washington, contemplates merely a monthly computation upon the gross receipts of each taxpayer. Even this system, it may be noted parenthetically, would require Uncle Sam to create auditing and tax-collecting machinery of appalling proportions but, in the eyes of the average retailer, it appears as the lesser of two evils.

Various Congressional Bills

A considerable contingent in Congress, including certain avowed guardians of the general public or the ultimate consumers, is, however, staunchly opposed to the proposed tax upon turnover and advocates, with proportionate vigor, a tax upon final retail sales. By this plan the publisher or other manufacturer and likewise the wholesaler or jobber would have no direct contact with the sales tax. Only the retail merchant or the agent delivering goods to the final purchaser would be required to make return to the Bureau of Internal Revenue. The proposed tax upon final retail sales, being a consolidated tax, in lieu of several successive taxes upon turnover, would, of necessity, involve a higher rate. According to Congressman Ira C. Copley of Illinois, a member of the Ways and Means Committee of the U. S. House of Representatives, who champions the final sales tax, the rate could equitably be 3 per cent.

The argument that, above all considerations of self-interest for respective classes of business men, is being put forward at Washington in justification of the tax on final sales, is that it should prevent or disclose price inflation on pretext of tax toll. Representative Copley, and other devotees of the final sales tax, feel that the submerged tax upon turnover would afford, to shortsighted business men, a means of marking up ultimate prices to consumers more than would be justified by the cumulative tax—be there three or twelve turnovers between conversion of the raw material and delivery of the finished product. And the ultimate consumer would have, of course, no check upon the correctness of the ultimate price ascribed to tax obligations. With a tax on final retail sales, added to the net price at the time of sale, and collected from the buyer as an "extra," there should, according to the logic here reflected, be scant opportunity for any vendor to take refuge behind the vague explanation of "taxes" for unwarranted prices.

A variation of the sales tax idea is proposed by Congressman Bachrach in a bill that he has introduced in the House of Representatives and which is known officially as H. R. 11985. This measure proposes a tax of 1 cent for each \$1 or fraction thereof of the amount paid for any article of merchandise when

sold by a dealer up to \$500 and a tax of 5 cents per \$1 of price above the \$500 limit. A tax of 1 cent on the dollar would also be imposed upon all paper-making materials, along with other materials taken from mines, woodlands, etc.

The idea of a graduated sales tax, or more strictly speaking, a purchase tax, has been put forward by Congressman Smith of Idaho, in a bill (H. R. 12970) designated to provide a fund to pay the expenses incident to soldier relief. This projected tax program would involve a tax of one cent on each purchaser on a transaction from 15 cents to \$99.99; three cents on purchases of \$100 to \$500; six cents on transactions of \$500 to \$1000; and so on. Payment of the tax would be attested by affixing special stamps.

Congressman Mott has lately introduced a bill (H. R. 14956) that would extend the contemplated "general sales tax" to include not merely tangible property but patents, trademarks, copyrights, good-will, etc. The rate that appears in this bill is 1 per cent, the quota commonly mentioned in most of the general sales tax schemes, albeit Jules W. Bache recently informed the Ways and Means Committee at Washington that, in his opinion, it should be possible, after the first year of the operation of a general sales tax, to reduce the rate from 1 per cent to one-half of one per cent.

Secretary of Treasury's Plan

If Congress takes the advice of the Secretary of the Treasury there will be no "general sales tax," that is, to say, no sales tax of universal application. The head of the Treasury endorses the idea of a sales tax, or as he puts it, a "consumption tax," but it appears to be his idea that, for administrative and other reasons, it would be best to forego the idea of a universal sales tax (either upon turnover or upon final retail sales) and, instead, to pick out a few, productive, conveniently administered sales taxes. It was in accordance with this conviction that the Secretary of the Treasury recently submitted estimates of the amount of revenue that might be raised by means of increased sales taxes upon musical instruments, chewing gum, candy, jewelry, automobiles, tobacco, theater admissions, and other commodities or services that already carry retail sales taxes.

One worry on the part of business men that is being reflected at Washington, and that is applicable in some degree to the book-trade is found in misgivings as to the procedure that would be necessary incident to the payment of sales taxes upon articles sold on the partial payment or installment plan. Merchants have also found disquieting the suggestion that it might be necessary, in order to facilitate the collection of taxes upon sales, to require every person or firm transacting a business in excess of, say, \$6000 a year, to take out a Federal license. Firms that had experience with the red tape

of the Federal licensing system that obtained in certain fields during the war found the supervision rather irksome and their dissatisfaction has been communicated to other groups.

In conclusion it may be noted that, in a discussion a few days ago, in the Ways and Means Committee at the Capitol, Congressman Longworth, one of the closest students of the science and practice of taxation, expressed himself in entire accord with the opinion recently expressed editorially in the PUBLISHERS' WEEKLY—namely, that a turnover sales tax would be a distinct discrimination in favor of large interests that control the various processes of conversion and production of raw material to finished product as compared with the ordinary small concern that must have its goods manu-

factured outside rather than in its own plant, with consequent increase in the number of turnovers involved. This view also has the endorsement of Dr. Thomas S. Adams, the foremost tax expert at the U. S. Treasury. He declares that the turnover tax would give "a very great advantage" to the mail-order concerns and other interests that extend their functions back as far as possible into the productive processes. Dr. Adams also finds, in the suggested tax upon turnover, another menace that might have potent influence in the book-trade, viz., a discouragement of that "specialization" to which the book-trade, in common with other activities, has been tending, but which, from the nature of things, leads away from that integration upon which a turnover sales tax would put a premium.

Year Round Bookselling Program

Important Meeting of Sales and Publicity Men

OVER 150 representatives from leading publishers representing the sales and publicity departments gathered at an enthusiastic meeting at 25 Madison Avenue on December 22nd to discuss the details of the proposed year round bookselling plan. The details of the plan were put forward, various aspects discussed, and the comment from the floor showed hearty interest in this co-operative effort to give practical assistance to the bookseller. The meeting was presided over by Frederic G. Melcher, who served as chairman of the committee of organization. The other members of the committee who submitted the report were F. A. Clinch, of D. Appleton and Company; Whitney Darrow, of Charles Scribner's Sons; Harry F. Hull, of Dodd, Mead & Company; H. B. Earl, of Doubleday, Page & Company; F. L. Reed, of Grosset & Dunlap; W. R. Richardson, of Harper & Brothers; Harry W. Sully, of Charles E. Graham & Company.

The plan calls for an expenditure of about \$5000, and 35 publishers have already signified their desire to take their part in this co-operative work. There seemed to be an indication that the number of those co-operating will reach up to 50 before the first of the year with the full appropriation necessary, altho it was learned that some of the most enthusiastic firms were ready to see that any deficit in this program would be met if the full co-operative backing was not obtained. The general plan contemplates the preparation of constructive suggestions for retailing of books, based on some of the experience gained from Children's Book Week and other trade efforts, and the supplying to the retailers who will signify their interest, a series of handsome colored posters to help in promoting seasonal displays, streamers for the windows and the detailed suggestions of how from month to month more active bookselling can be accomplished. The suggestions will

not be directed toward individual titles, but rather to give general suggestions under which the dealer can make use of the books purchased from any direction or already in his stock.

The adopted slogan for the year is "Buy a Book a Week," which has already become the popular war-cry in the trade. It has been used by publishers, retailers and general newspaper copy. This admirable slogan will be repeated again and again in weekly displays, and its repetition can do much toward building up a real book buying habit.

It is believed that there is a new spirit of alertness and energy in the retail book-trade that makes this a very happy time to go out with the practical material for display purposes. For each month there will be a special suggestion made, but it is hoped that dealers will take these as typical of other sales efforts that they can make. In January the poster will emphasize the slogan "More Books in the Home." Around this thought, will be emphasis on home libraries and family reading, it being obvious that the winter months are the best time for biographies, for serious reading, for good fiction, etc. For February the slogan is "America Month." Each community is reminded by the birthdays that fall in February of the great leaders in American history, and the poster will help the bookseller make a better display than usual of books in this field. Schools will be interested, business men are interested in biography and history, business managers and others, in Americanization, etc.

For March the slogan is "Useful Books for Every Need." The poster will give a chance to make the display of a great number of books, dictionaries, atlases, technical books, business books, etc. In March there will be a Religious Book Week from March 13th to 20th. Special preparations for this are being made, in charge of a separate com-

mittee, which is making a close study of the conditions under which religious books are sold, with a view to finding the best possible way to get co-operative effort in their display and sale. This week will be valuable to those who make a specialty of religious books, or to those who are in any way getting the benefit of the important clientele that buys in this field of literature.

In April the slogan is "Back to Nature Books," the best of all times to display books on gardening, tramping, nature study, etc. The posters and fliers will be of great assistance in making these windows of general interest, and the supplementary material for the posters will fit in around the general slogan. In May and June comes the emphasis on books as gifts, first as commencement gifts and then as wedding gifts. The book has never found its really complete market in this direction, and the poster and other material will be of great assistance to the bookshop in this way. If the book can come to its own by such an effort, the benefit will carry over to other seasons as well as to this. At the end of the six months' program, other ideas will be gathered, in order to make the last six months as important as these. All this material without cost will go to any bookseller who expresses interest in the program.

From January 1st on, the travelers of the subscribing publishers will carry with them full prospectus of the plan and blanks on which to record the address of those who will use these display helps. As each request comes in it will pass thru the central headquarters at 334 Fifth Avenue to eliminate duplication and there will be mailed immediately to the bookseller an eight page

handbook on the whole subject, three posters, one on the general slogan of "Buy a Book a Week," which can be used for many months, one on "More Books in the Home" and one on "America Month," together with three streamers. Without further instruction, there will be mailed on February 25th two posters for March use and two streamers. On March 25th a poster for April and supplementary material will go forward, and on April 25th the two posters for the gift season and other material will be mailed. There will also be mailed at each time suggestions for newspaper advertising copy already set up and easy to use.

The cost of all these posters is to be borne by the subscribing publishers, as was the case in Children's Book Week. The bookseller's part will be in giving full consideration to the possibilities that these suggestions open up, and keeping his displays and sales energies at the best possible pitch.

There was expressed at the meeting a general feeling of genuine optimism for 1921 that augured well for the coming months, and a feeling of confidence in what the retail book-trade would do with this material. The travelers and publicity men have been finding a healthy co-operative selling spirit thruout the country. The suggestions brought forth at this meeting were taken up in detail by the committee in charge at a special meeting, and the preparation of all the material to go to the retailer is rapidly going forward. Miss Marion Humble, who had charge of the details of the publicity for Children's Book Week, is to have charge of this effort, with headquarters at the National Association of Book Publishers at 334 Fifth Avenue.

Bookbuying Incomes

A recently published government report on income taxes serves as an interesting guide to the potential purchasing power of our people and gives a rather interesting indication of the number of people that can be considered as potential buyers for different varieties of merchandise. Books, in spite of being very essential items, are somewhat in the field of luxuries, now that their reading can be obtained without expense in almost every community in the country. This would seem to mean that the book buying class would begin with those who are taxable for \$2000 or over. Reports for 1917 and 1918 would show that there were about 1,832,000 of such incomes in 1917, and 2,908,000 in 1918. It would be somewhere in these classes that the potential buyers for books would be likely to fall outside of the great field of the public library and college and business libraries. An increase of over 1,000,000 in this class in one year shows the effect of the after-war wage and salary increases, but, as the cost of living has gone up at the same time, this may not have greatly increased the number who would be really the

potential buyers of books. It has been roughly estimated that there are perhaps 25,000,000 of general trade books published in this country in a year, eliminating the textbooks and books distributed thru many sources other than the general trade sources. Of these, considerable percentage is used by public libraries, and the balance would be distributed over families represented by these incomes. If some statistics could be gathered as to the actual production of books, statistics which do not now exist, we should then be in a position to examine book consumption more accurately and to deduct from these figures some suggestion of how to increase this consumption. It is quite well known to the bookseller that consumption of books does not increase in proportion to the income, and while people with the largest incomes are the best buyers of fine and rare books and in many cases run substantial charge accounts that make bookselling prosperous, the impulse toward book ownership is not at all prorated to income, and the large buyers turn up oftentimes in surprising places. The distribution of these incomes is also an inter-

esting index of where people are located that can afford to buy books, and in some ways these figures rather closely follow the actual conditions in the bookselling business. To take them in order of prominence in incomes, New York supplying 31 per cent of the total amount reported; Pennsylvania, 12 per cent; Illinois, 7.5 per cent; Massachusetts, 7.2 per cent; Ohio, 4.9 per cent; New Jersey, 3.8 per cent; California, 3.2 per cent; and then in order Michigan, Texas, Missouri, Maryland, Colorado, Indiana, Minnesota, Rhode Island, Wisconsin. The source of these incomes is divided among many industries, but by far the largest from agriculture and related industries. If these potential customers are to buy some books to fit in with their income earning interests, these facts would be worth watching. Of about 1,000,000 business incomes reported, the following is the character of their source: Agriculture and related industries, 372,336; trade, 218,347; service, domestic, professional, etc., 213,700; finance, banking and insurance, 30,070; construction, 18,606; transportation

and other public utilities, 12,942; manufacturing of food products and tobacco, 12,684; manufacturing metals and metal products, 6,211; manufacturing, printing and publishing, 5,608; manufacturing textile and textile products, 7,742; manufacturing lumber and wood products, 2,542; manufacturing leather and leather products, 2,270; manufacturing clay and clay products, 1,290; manufacturing chemicals and allied substances, 1,158; manufacturing rubber and rubber goods, 631; manufacturing of paper pulp and products, 216; mining, 8,191; miscellaneous, 38,951. As the demand for business books and books on industries is increasing, these figures give an interesting index to the possible outlet for books in special fields and show also that the saturation point in distribution of such books can often be reached very rapidly.

In many cases the need for special business literature is met by trade magazines, but that there is a large field for providing better digested material in book form seem apparent.

Adventures of a Bookseller

By Ketch

Mr. Ebony entered the Bookstore with the fear of the unfamiliar in his heart. Stepping quickly to one side, he sought out a dark corner, where the whites of his eyes made prominent his agitation.

Mr. Ondeck was passing at the moment, on his way to the shipping-room with some books; but he stopped and said, kindly enough:

"What's on your mind, friend?"

Thus encouraged, Mr. Ebony advanced close to him, and in a low voice enquired:

"Is you-all got any Bibles?"

"Bibles! Yes, indeed. Right this way."

And he led the old fellow back to the religious department.

"What sort of a Bible were you looking for?" asked Mr. Ondeck. "Student's or Teacher's Edition?"

"No, sah," replied Mr. Ebony. "I wants one o' dese yere ole time Bibles. The kine dey use back in de ole days."

"Oh," Mr. Ondeck began to see light. "A home Bible."

"Yassah, yassah. Dat's it."

Mr. Ondeck placed a Home-Study Bible before his customer, who viewed it askance.

"Is it got John an' Mark an' Looke an' all of them fellers in it?" he asked.

"Oh, yes. Yes, indeed. See here they are." And Mr. Ondeck paged thru the book to show him.

"Seem's to me," said Mr. Ebony, with a far-away look in his eyes, "seems to me, de one we use ter have, hed a place fer to write in de dade an' borned—"

"Family Record," said Mr. Ondeck. "Here it is."

"Dat's it. Yassah dat's de whole thing. How much is you askin' fer it?"

"Eight-fifty," said Mr. Ondeck.

Mr. Ebony fumbled in his pocket for his money, and when he withdrew his hand, a red bandana handkerchief came out also, bringing with it a couple of dice, which rattled down on the floor. Not so much as by the flicker of an eye-lash did Mr. Ebony betray a knowledge of the incident; and it was several moments later, when Mr. Ondeck's back was turned, that a number eleven shoe removed the offending evidence from the scenery by gently sliding them under a counter.

Then he said with an apologetic air, that was almost humorous:

"Dat's de kine o' Bible I seed my ole mother read. She died de other day. Lived ter be ninety-two."

"Indeed!" said Mr. Ondeck.

"Yassah. An' she were a good woman, mister! Every day she done read dat book. Dey's four of us chilern, an' when her effec's was give out, we each got nine dollah's an' seventy-five cents. So I thought the bes' thing I could do would be ter get a Bible. She were a good woman, she were."

After his customer had departed, Mr. Ondeck stood looking at a certain spot just inside the shadow of the counter; but Miss Vampett soon came up and broke in upon his reverie.

"To-morrow's Sunday!" she exclaimed. "Won't it be a grand and glorious feeling to stay in bed and sleep till noon!"

"Perhaps," said Mr. Ondeck. "But I think I'll get up. I'm going to church."

In The Field of the Retailer

Gift Shops

FOR 1921 one plank in the platform of every book and stationery store should be the aggressive development of the "Gift Shop" idea. There are exclusive gift shops in the larger cities and many department stores, especially in the Christmas selling season, have specially constructed booths, which are called "gift shops."

For a book and stationery store this "gift shop" idea should be more than a Christmas specialty. It should be a year-round feature because gifts are in demand thruout the year. There are weddings in all months of the year, besides the whole gamut of wedding jubilee celebrations.

Every day is somebody's birthday, and all thru the year there are various events such as children's parties and all sorts of social gatherings and celebrations which call for the presentation of gifts large or small.

The book and stationery store that makes a specialty of carrying a comprehensive stock of the items that are associated with "gift shops" will establish a reputation in the community that will attract an enormous amount of extra business that would not otherwise accrue.

In the average book and stationery store's stock, there are so many items suitable as gifts that, even without adding new lines, a most impressive "gift shop" can be devised. The natural result, however, will be that additional items will be stocked because this will obviously be a good step to take.

There is no occasion to back away from this idea as entailing too much effort and labor because to do this is no more trouble than to trim effective windows. Goods are taken from stock for window displays, why should they not similarly be devoted to a "gift shop" display?

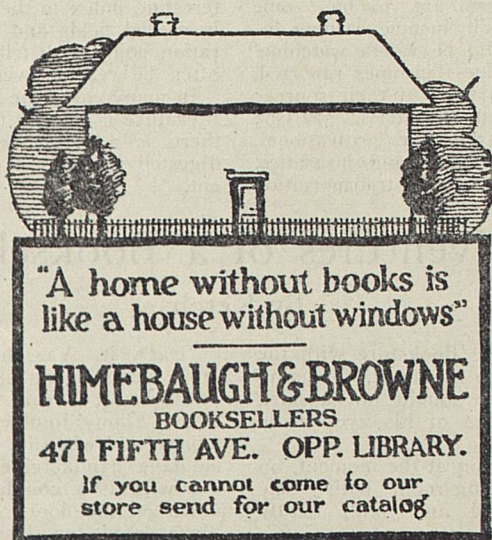
Even if it did entail considerable work and effort the prospective results would more than warrant the expenditure of both muscular and mental effort in this direction.

Another benefit will be that any merchant adopting this course will be adding to his prestige in the community.

Week-end Reading

THE *Literary Review* in its department called "The Reader's Guide," conducted by May Lamberton Becker, has been suggesting each week two or three books under the heading of "A Balanced Ration for Week-end Reading." The suggestions have been good, and the type of publicity might be a good suggestion for the retail store to follow.

The bookseller might put into his windows on Friday afternoons titles of three books that he believes would go into a perfectly balanced diet for the week-end. The chance to inject into this, variety and interest is unlimited, Mrs. Becker's suggestions for two recent weeks were "Main Street" by Sinclair Lewis, "Hide and Seek" by Christopher Morley, "Julius Caesar" by William Shakespeare; then "White Shadows in the South Seas" by Frederick O'Brien, "A Christmas Carol" by Charles Dickens, and "Reynard the Fox" by John Masefield.



A GOOD NEWSPAPER AD

For the Children's Book Room

FOR the wall of the children's department of any store there is an excellent and suggestive decoration that would interest everyone who came to the department and would also lead to the sale of many books from the counters. This is "The Ancient Map of Fairyland" designed by Bernard Sleigh and now imported by Dutton. The map is in three sections, which may be framed together or merely tacked in consecutive order on the wall. There is also a booklet guide, so that the bookseller and the salesman can serve as an expert in interpreting the interesting fancies in the drawing.

From this people can know where Asgar is or Camelot, how Fairyland is laid out and Dreamland Harbor, and what are the many roads to the Land of Heart's Desire. A copy of this map has been under glass in the Children's Room of the New York Public Library for two years, and has attracted much attention.

The Paper Market

MARKET quotations on book paper as given in a current issue of the *Paper Trade Journal* range from 13 to 15 cents a pound. Quotations from Chicago are running at about the same level, but in Philadelphia there are still quotations running over 18 cents for both machine finish and calendar. The *Paper Trade Journal* in its market review of December 15th remarks that "paper prices can no longer be taken as indicative of general market conditions. The turnover is so slow now that it is extremely difficult to set other than merely normal prices in paper. Some mills are actually running on short time or planning to shut down."

They point out that board at \$50 a ton has had few more buyers than the same grade at \$100 a ton. "In the contract field for book paper," they go on to say, "there has been a considerable stiffening, altho buying can scarcely be called frenzied, still many of the big publishing houses are placing orders which are fully as large as last year at this time. However, the book paper men are all cheerful and claim that they will have all the business they can handle next year."

London Street Advertising

LONDON publishers are not going to allow Americans to outdo them in advertising initiative, and a current issue of an English paper gives the picture of a wagon drawn by four Shetland ponies which serves as a street exhibit for the "Chatterbox." This was drawn thru the streets in connection with a recent advertising exhibition in London. Dean's Rag Books had another of the floats in the procession.

English Employees' Association

AFTER eighteen months of development, there are now over sixteen hundred members of the retail trade listed in "Retail Book, Stationery and Allied Trades Employees Association." This Association is now duly registered and authorized by trade union authorities under union rules and regulations. It was started by employees of W. H. Smith & Sons, but already the people of three or four of the largest London booksellers are in the ranks, and negotiations are going forward with others. That the Association has been recognized as having come to stay is evidenced by the fact that a deputation of the Associated Booksellers of Great Britain and Ireland has met the officials of this union, and after considerable discussion the two bodies have set up and agreed on a standard minimum scale of wage for all those employed in the book and stationery trade, and this scale is now in force. The Association has headquarters at 8A Mall, Ealing W. 5, London, with W. H. Reeves as Secretary.

Serial Publications in Textbooks

IN a decision rendered November 23rd, the United States Court of Custom Appeals reversed the earlier action of the General Appraiser on the question of whether the 15 per cent tax should be applied to a paper-covered serial publication entitled *Journal of the Institute of Actuaries*. The importers claim that these should be classified under textbooks, but the Court has decided that these, while of educational value, must fall in the same classification as medical journals, law journals and other periodicals replete with scientific and technical information.

RECORD OF AMERICAN BOOK PRODUCTION, DECEMBER, 1920*

INTERNATIONAL CLASSIFICATION	New Publications		By Origin					
			English and Other Authors Foreign					
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	Total	
Philosophy	22	3	2	15	0	12	27	
Religion	37	1	5	35	1	7	43	
Sociology	33	7	24	55	2	7	64	
Law	3	1	2	6	0	0	6	
Education	6	1	11	15	0	3	18	
Philology	9	7	4	9	7	4	20	
Science	11	4	14	25	0	4	29	
Technical Books	19	3	13	28	0	7	35	
Medicine, Hygiene	6	0	4	9	0	1	10	
Agriculture	0	2	6	8	0	0	8	
Domestic Economy	3	0	0	2	0	1	3	
Business	13	1	6	20	0	0	20	
Fine Arts	5	0	3	6	1	1	8	
Music	6	0	1	5	1	1	7	
Games, Amusements	4	5	5	11	0	3	14	
General Literature	24	6	5	21	2	12	35	
Poetry and Drama	34	4	6	32	5	7	44	
Fiction	42	4	2	27	13	8	48	
Juvenile Books	50	15	3	47	4	17	68	
History	41	3	10	36	2	16	54	
Geography, Travel	16	1	11	23	1	4	28	
Biography, Genealogy	19	1	3	15	1	7	23	
General Works, Miscel.....	0	0	1	1	0	0	1	
	403	69	141	451	40	122	613	

* In December, 1919, 483 new books and 67 new editions including pamphlets were recorded.

A January Resolution

A YOUNG fellow who spent
 Much of his surplus cash
 For theater and movie tickets
 For his best girl, and
 Many dollars to be her escort
 To football games where
 They would yell themselves hoarse
 And both return with
 Aching limbs and sore throats
 And stuffy noses and get
 Near-pneumonia. And
 Would borrow from his
 Friends to supply her with
 High-priced candies that
 Meant indigestion for them both
 And expensive flowers that
 Faded before he could get
 Them to her, read this
 Slogan in the newspapers
 "Buy a Book a Week."
 "Just the thing," he said to
 Himself. "Books won't give
 You 'T. B.' or indigestion, and
 She can keep them and they
 Will help keep her away from
 Any rival for her affections
 And when she reads them
 She cannot but think of
 The giver—me. So from this
 Good time on I will
 'Buy a Book a Week.'
 It will save my cash, and when the
 Parson ties us up
 We will be able to
 Start housekeeping with a
 Library, and thus have
 A constant reminder of our
 Courtship days, and we
 Can spend our evenings
 In our little home reading together
 Instead of visiting places where
 We would have to spend our cash.
 And even then we will
 Right straight along in life 'buy
 A book a week,' because it will
 Prove an educational factor for both of
 Us and the little kiddies."
 I thank you.

THE CROSS ONE.

New York Statistics on Printing

THE printing and book-making industry of New York state shows, according to the files of the New York Industries Commission, an increase of 15 per cent in the number of workers in the course of the last six years and a 125 per cent increase in the total wages paid. These industries employ 5.9 per cent of the total number of workers in the state, making it third in the list of the state's manufacturing industries. The same statistics show that the average weekly earnings in all state industries, including both office and shop, in 1915 was \$12.48. The average for 1920 based on the ten months so

far in would be \$28.07. The charts of the current report show that retail food prices have taken a sharp drop since July 1st, being about 10 per cent total drop in the four months.

Our Magazines in Canada

A DISCUSSION on the comparative merits of English periodicals and our own appears in the London *Athenaeum* of December 10th, following articles which have appeared in England by William Hard, an American journalist, on this subject. The editor of the *Athenaeum* does not agree with Mr. Hard that the serious magazines of England are too serious, believing that on the whole their merits by far outweigh their defects.

"Much more alarming," he admits, "is the comment that England's popular periodicals are flimsier than their counterparts in America." In this criticism the editor agrees with Mr. Hard: "The American illustrated magazines are definitely better than our own. The problem in England is not so much to explain why the English magazines are so inferior—we believe, by the way, that they are worse than they need be—as to explain why the American magazines are so good. Apparently the general level of education and taste is higher in America. Our minority is better, but our majority is worse."

This opinion from the *Athenaeum* comes out at the same time that the Canadian *Bookman* is carrying in its December number a leading editorial on the "Position of Canadian Periodical Literature," which is a sharp attack on the American popular magazine as it comes to Canada. It claims that Canadian protective tariff has not been carried to the periodical field, because of the theory that magazines carried an interchange of thought, but that now the magazines were so largely devoted to advertising that to favor them in the tariff is merely to facilitate the convenience of sending American advertisements to Canadian readers.

"It is true," it says, "that there are still publications in the United States and a considerable number in Great Britain and elsewhere which exist more for the conveyance of ideas than of advertisements, and it is still desirable that our tariff and postal system should facilitate their distribution. Let us impose a tax on the advertising space so much the square inch, and the method of collection could be a prepayment stamp, which would enable the article to pass thru the Custom Department. The great bulk of these magazines come by express shipment and the rate of duty could be closely assessed. The most important effect of such tariff would be to give the Canadian periodicals a marked competitive advantage in respect to price. It would depend on the skill and intelligence of the Canadian publishers to avail themselves of this advantage."

How Would You Stock A Bookstore?

Articles Wanted from Booksellers' Assistants

For the best article of from 3 to 5 columns mailed in by January 25th

The Publishers' Weekly Will Pay \$25.00

Subject: "If you were running a bookstore for yourself, what principles and methods would you follow in selecting and keeping up your stock of (1) Standard Books, (2) New Publications?"

Second awards will be given for especially meritorious articles.

Articles can be printed unsigned if the competitor so chooses.

The competition is open to anyone in any retail bookstore excepting only the owners or managers.

MAIL ANSWERS BY OR BEFORE JANUARY 25TH.

Travelers' Annual Banquet

The thirty-sixth annual feast of the famous B. C. T. (Brotherhood of Commercial Travelers) was held on Wednesday, December 29th, at the Waldorf-Astoria. The spirit and personality of "Uncle Bill" Kelly pervaded the gathering—it was the keynote of the evening's addresses which were as interesting as they were numerous. Charles Nourse, the retiring president, spoke impressively of the work and the workings of the few who each year labor so unselfishly for the success of the Brotherhood. Thirty-six years of life and usefulness is, indeed, a record of which to be proud.

Fred Nunan again performed the customary ceremonious bestowal of the insignia of office, an ivory gavel hung from a beautiful silk sash, on the shoulders of President Nourse. Sumner Britton, the incoming President of the Brotherhood, in an address, urged greater effort and closer co-operation to make 1921 the book-trade's best year. As Harry Patterson said, in a later address, "The time for order taking is past. From now on we must sell our goods." Brother Patterson's presence added greatly to the pleasure of those assembled. He is now recovering from

a very severe illness and it was a considerable effort for him to come—a splendid tribute, indeed, to the members of the Brotherhood.

Among the other speakers of the evening were Mr. John Coyle, "Al" McMullen, and Frank Collins. The work of Mr. Harry Armstrong, song-leader, than whom we have seen none better, was an excellent feature. He made everybody sing, and his rendition of Kipling's "Mandalay" was a treat. Mr. King told a number of uproariously funny stories which added materially to the success of the evening.

"Joe" Green, pinch-hitting for "Fritzie" Nunan, sang the following verse to the tune of "Dear Old Pal O' Mine":

Friendship is a virtue
That can't be bought or sold,
It freshens as the years go by
To make it what it should be.
It must be ripe and old
And to keep it fresh
All of us must try.

There was, of course, a sympathetic telegram from "Uncle Bill" Kelly, at St. Petersburg, Florida, which was read and cheered.

An Uncorrected Galley

A suggestion for publishers is given by Christopher Morley: to run a domestic help bureau, to supply nurse maids to authors with numerous small children, so that said authors can finish their novels.

RAGGEDY RIMES

Said Raggedy Ann to Raggedy Andy,
"Looks like your legs are a little bit bandy."
Said Raggedy Andy to Raggedy Ann,
"Nobody notices that in a man."

—KEITH PRESTON in Chicago *Daily News*.

GOING SOME

Florenz Ziegfeld says the salaries of actors have grown all out of proportion to their worth. That's nothing. The salaries of opera stars have grown even out of proportion to their girth. And the salaries of humorists have grown all out of proportion to their mirth.

Keith Preston in the Chicago *Daily News*.

It is a long time since Wanamaker's had "Tobogganing on Parnassus" in their sporting department, but only yesterday Brentano's, according to S. P. Q. R., had Knut Hamsun's "Hunger" in the basement, with the books on Dietetics.

—F. P. A. in the Conning Tower of the New York *Tribune*.

STYLES IN JUVENILES.

When I was young, with wild delight,
I welcomed books that caused me fright;
I was as happy as could be
On little tales of cruelty;
I'd leave my Brownies or my Alice
For little narratives of malice;
I hated pictured flowers or birds;
I liked a solid page of words;
The silly artist always drew
Something that any fellow knew;
The parts that made me sit up straight
No artist dared delineate.

Keith Preston in the Chicago *Daily News*.

"MAKE THE DROPS BIGGER"

When boys' books of half a century ago were largely about adventures in foreign wars, a new and clever young artist was secured to illustrate a volume in this field. After his first drawings had appeared in one of the weeklies published by Brett, the head of the firm wrote to him:

"Dear Mr. ———.

We are very pleased with your illustrations, but in the future we beg of you to make your scimitars more curly and your drops of blood bigger.

Yours faithfully,
Gilbert Dalziel."

Twenty-five Years Ago in the Publishers' Weekly

G. W. Dillingham died on December 27th at the age of 54.

Alfred Austin is appointed Poet Laureate of England.

Rumor from England that Du Maurier is not the author of "Trilby."

George D. Sproul, formerly connected with the subscription department of G. P. Putnam's Sons, establishes business in his own name at 156 Fifth Avenue.

The plan of conducting the American business of George Routledge & Sons as a separate enterprise is abandoned.

An address from British to American literary men relative to the Anglo-American crisis has been signed by such authors as John Ruskin, Walter Besant, William Black, and many others.

Oliver Optic has started from Boston to make a trip around the world.

Hall Caine will receive the record price of \$15,000 for the serial rights of his new story.

Leading English publishers get together to face the evil of price-cutting, which is undermining the book business.

A Directory of Book-plate Artists

A LIST of book-plate artists has been published by Alfred Fowler, of Kansas City, containing the names and addresses of about one hundred artists, American, French and English, with the artist's own notes as to the media in which he works and the style of design he specializes in. In most cases the approximate cost is also mentioned and the number of years in which the artists have been working in this field. This pamphlet will form a valuable reference book for collectors, as well as a useful book to the bookseller who would interest his customers in having book-plates designed.

Paul Avril, who has been making book-plates for thirty years, charges two hundred francs for his work; Gordon Craig, writing for Italy, states that he specializes in "the Craig style" of design, the cost to be from ten to fifty pounds; W. A. Dwiggins, of Boston, has been making plates in pen and ink and woodcut for twenty years, and charges seventy-five dollars; Edmund H. Garrett charges from one hundred and twenty-five dollars up for etched plates; Ernest Haskell reports that most of his work is armorial or landscape, and the cost for the plate complete is from four hundred to six hundred dollars. This is the highest figure mentioned by any of the artists.

Among the Publishers

"PRAIRIE FLOWERS" by James Hendryx, which Putnam announced for September publication will be published during January.

A BEAUTIFUL and interesting book published by Scribners this week is "The Eighteenth Century in London" by E. Beresford Chancellor.

"GOVERNMENT Control of Sugar" by Joshua Bernhardt (Macmillan) is interesting because of the light it throws on a question about which there has been a great deal of public misunderstanding and because this is a notable example of the government essay to fix prices.

GEORGE E. ROBERTS, Vice-President of the National City Bank of New York, has written the introduction to "The Stenographers' Manual," by Edward Jones Kilduff, Professor of Business English at New York University, which the Harpers will publish about the first of the year.

"TRIVIA," Logan Pearsall Smith's series of little prose fancies, which Christopher Morley called "The daintiest bits of our times" when they appeared several years ago, has been reprinted by Doubleday, Page & Company and can now be obtained at the bookstores. The publishers also announce that a second volume of "Trivia" will shortly appear.

It is an open secret now that "Alpha of the Plough," who wrote the charming "Pebbles on the Shore" and "Leaves in the Wind," is none other than A. C. Gardiner, the famous English editor. Until he severed his newspaper connection, the author maintained his anonymity. With the publication of his latest book, "Windfalls," which is just being brought out in this country by E. P. Dutton & Co., the secret has become known, tho this little volume is signed with the pseudonym to which the earlier books of essays have so greatly endeared their readers.

HARPER has received a standing order from from the Florida State School for the Deaf and Blind to furnish them with copies of each of their new "Bubble Books" as it appears. Each of these "books that sing" contains three phonograph records of "Mother Goose rhymes," and tho the children in the school are unable to hear the records or to read the books, a way has been found for them to enjoy the music and stories. An electrical device with four or five connections is attached to the phonograph, and the children, by grasping these in their hands, are able to dance to the tunes, the rhythm of which is transmitted to them by vibrations.

HUEBSCH has published a volume of verse by Lola Ridge, author of "The Ghetto," this week. It is called "Sun-Up."

"ATHENIAN TRAGEDY, A Study in Popular Art" by Thomas Dwight Goodell, late Professor of Greek in Yale University, is a book for scholars, and for students and readers of drama.

APPLETON announces for immediate publication, Ruth Leigh's "The Human Side of Retail Selling." The book portrays various types of customers and shows the proper treatment of each.

TWO VOLUMES in the living literature series, of which Richard Burton is editor-in-chief, have been published this week, "Selected Writings of Abraham Lincoln," edited by Albert Bushnell Hart, Professor of Government in Harvard University, and Thackeray's "Barry Lyndon," edited by Charles Elbert Rhodes, Assistant Principal of the Lafayette High School, Buffalo, N. Y. (Gregg.)

A TIMELY VOLUME just issued by Macmillan is "American Political Ideas, Studies in the Development of American Political Thought from 1865-1917" by Charles Edward Merriam, of the Department of Political Science of the University of Chicago. It outlines the chief tendencies in our fundamental political thinking from the close of the Civil War to the beginning of American participation in the recent war.

FLOYD DELL's study of education, "Were You Ever a Child?" according to advices from Moscow, is to be published by the Soviet Government of Russia. The translation of "Were You Ever a Child?" is being made personally by Lunacharsky, People's Commissioner of Education.

NEARLY ONE HUNDRED American poets have been drafted by the musical editor for the Poetry Society, Mrs. Florence Botsford, in the joyous enterprise of translating into beautiful and sinvable English, the words of representative folk songs of all nations. These exquisite melodies of the large and the little peoples of the world will have now for the first time authentic and adequate text to represent them to our own people and to foreigners coming to our shores—a most artistic and effective stroke of Americanization. Mrs. Botsford has insisted upon faithful sense and fluent rhythm, and the poets, working under her, from literal translations, have co-operated with fine result. The first volume of these folk songs of the world will soon be issued by the Womans Press. Already it is eagerly ordered by schools and community and concert singers.

Communications

Too Small to Divide

REILLY AND LEE,
CHICAGO, DEC. 21, 1920.

Editor, PUBLISHERS' WEEKLY:

I have just read in the PUBLISHERS' WEEKLY for December 18 in the "Author Gossip" column the interesting item about Floyd Dell and the writer. I was the Managing Editor of the *Chicago Evening Post*, 1905-13. During that time it was my good fortune to enlist, for the desk of the Literary Editor, the services of Francis Hackett, George Cram Cook, and later—Floyd Dell. I am quite certain that your paragrapher errs in stating that I proposed to Mr. Dell that he "split the salary of the literary critic" with another young man. The fact is that the salary allotted to the literary critic by our alert and competent Business Manager was too small to be split.

LEIGH REILLY.

Dear Comrades!

Gehilfen-Ausschuss der Korporation der
Buch-, Kunst- und Musikalienhandler in
Wien

Wien, am 3. December 1920.

Allow me to speak in the name of 1800 Viennese companions of mine to you. Only need, dreadful need, gives me the courage to write to you.

In a month we have Christmas and more as the half of our employee of the book-trade looking with great sorrows at the coming holidays.

At present we have the highest prices for everything in Vienna; here some examples: 1 kg—not quite 2 pounds—of Beef cost 140.- -160.- crowns, horsemeat 100.- -120.- porc 22 o.- 240.- lard 240.- -260.- the usually fat of the Poor-Margarine-cost already K 200.-. Sugar K 96.-. But the worst of all is that we do not have coal only get 7 kg for a week and have to pay almost K 5.- for one kg. Wood is vera dear too and cost already about K 4.- 1kg. Warm water and nothing else with only a piece af bread — and what kind of bread of which many people are ill-for breakfast, the same at evening, or souper vegetables with potatoes and even that at times without fat is the daily foot of our fellows and their familys. Although we are all organized and thank to the power of our organisation, we have since the end of the war our salary eight-fold raised, still that sume K 2400.- at the most, is not sufficient to live with for a month.

We know very well, dear comrades, that you also live not much better than we, but certainly you get for one monthly pay a dress, for which we must work nearly five month and still cannot afford to buy anything besides the daily food. I am convinced that you can help us - the littlest amount which you send-will procures some poor men and their familys a few happy days.

We trust upon you and beg you to send the gathered amount kindly to the address written below.

Thanking you most sincerely and with all my heart in advance I am with best greeting from all,

Your very thankful devoted

AUGUST SCHOLZ,
Wien XVI. Koppste 35,
Superindenndet.*

News Items of the New Year

JAMES V. MALLOY, formerly with Small, Maynard & Co. joins the Cosmopolitan Book Corporation's staff of travelers.

BRADEN CALDWELL, formerly with Stewart & Kidd, Cincinnati, and more recently with Kroch's International Book Store, Chicago, has joined the traveling forces of the Reilly & Lee Co.

THE GEORGE E. PLATT Company has reincorporated under the name of The Platt & Munk Co., and has leased a floor at 118-120 E. 25th Street, from January 1st.

CARL McDONALD will cover New England, New York State, Pennsylvania and part of the middle west for D. Appleton & Co.

WILBUR P. GOUBEAUD during 1921 will represent Doubleday, Page & Co. in the smaller cities, New York to Kansas (exclusive of New England and the South).

SMALL, MAYNARD & COMPANY's line will be represented by Hugh S. Elliott, west of Missouri River, including Texas and the Coast, and by James W. Sherman in New England and the South.

THE AMERICAN BRANCH of the Medici Society of London has taken over from James B. Townsend, New York, the American publication of *The Burlington Magazine for Connoisseurs*, and will hereafter issue it from its office, 755 Bolyston Street, Boston.

Obituary

The PUBLISHERS' WEEKLY announcement that Mr. Steinlein's articles, "Experimenting in Retail Publicity," would be continued during the coming year had already gone to press, when word of Frederick J. Steinlein's death on December 13 came to the office. His articles were so full of originality and enthusiasm that readers of the PUBLISHERS' WEEKLY all over the country commented on them. The PUBLISHERS' WEEKLY feels a sense of personal loss, for altho Mr. Steinlein was known at the office only thru his articles and his friendly, conversational letters, these had about them so much personality that he seemed an old friend. Mr. Steinlein was a printer by trade, but his love of books and his interest in their distribution led him to add to The Efficiency Press, The Greenwood Bookshop. This new bookshop in the old town of Wilmington, he thought of as an experiment, but it was almost immediately successful.

* Printed as written.

Obituary Notes

CHARLES TRACY POWNER, of the C. T. Powner Company, Chicago, died suddenly on December 26th in Los Angeles, California, where he had been living for the past year. He was born in Indiana in 1853, graduated from the Indiana State Normal School and for more than thirty years followed the profession of teaching in the city schools of Greensburg, Indiana. In 1903, he resigned to assume the management of the Adair Book Company with headquarters in Chicago. He started for himself in the book business in a modest way at 37 North Clark Street and soon took over the adjoining room. In 1911,



CHARLES T. POWNER

when the building was torn down to make room for a modern skyscraper, he was occupying four rooms on the second floor to meet the requirements of his growing mail order and library business. During the past six years he acquired by purchase two other second-hand bookstores in Chicago; also one in Cleveland, and the corporation of which he was the founder purchased also interests in a shop in Los Angeles and another in Des Moines, Iowa. Thru his enthusiasm as a book lover he built up a strong clientele and was ably assisted by his son, Williard E. Powner, who has been the manager of the corporation for the past ten years. Mr. Powner retired from active business about four years ago, and while living in Los Angeles he was interested in the management of the shop in that city.

PATRICK FRANCIS MADIGAN, dealer in autographs and autographic literature, died at his home in New York City on December 22nd. He was born in Rutland, Vermont, in 1865. He first established himself in the book business in Glens Falls, New York, in 1890. He came to New York City twenty years ago, and since that time established himself as one of the foremost dealers in rare books and autographs. During that time he supplied many rare treasures in some of the most famous libraries in the United States. At the time of his death he had a Rare Book and Autograph Shop at 8 West 47th Street, and was widely known as an authority on autographs of celebrities and rare and original manuscripts. He is survived by his widow, three sons, six daughters, and three grandchildren.

GEORGE HERBERT PERRIS, well-known British journalist and war correspondent, died in Geneva, December 23rd, in his fifty-fourth year. A journalist for thirty-seven years his most notable achievement was his correspondence for the London *Daily Chronicle* thruout the war. Mr. Perris paid three visits to this country and delivered many lectures here. On his 1919 visit he discussed the war. Mr. Perris was assistant editor of the *Home University Library* and author of a score of books on a wide range of topics, including: "A Short History of War and Peace," 1911; "Germany and the German Emperor," 1912; "Industrial History of Modern Europe," 1914; and "The Campaign in France and Belgium," 1915.

Periodical Notes

THE HOUSE BEAUTIFUL PUBLISHING COMPANY announces the appointment of Charlotte Lewis as editor of *The House Beautiful*, beginning January, 1921. Miss Lewis is distinguished as one of the leading authorities on home building and furnishings in the country, being a lecturer of note.

Personal Notes

CEDRIC R. CROWELL, manager of the Doubleday Page Bookshop, is back at his desk again after a protracted illness of six months. Besides picking up the routine of his retail developments, Mr. Crowell is serving as Chairman of the Program Committee for the big American Booksellers' Association Convention at Atlantic City next spring.

THE ATLANTIC MONTHLY PRESS announces the appointment of Mr. H. S. Elliott as its coast representative beginning January 1, 1921.

Business Notes

CHICAGO.—The business of Hays-Cushman Co., 59 East Van Buren Street, has been purchased by E. Alexander Stewart from Dr. Charles R. Cushman.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Abdullah, Achmed [Capt. Syyd Shaykh Achmed Abdullah Nadir Khan el-Iddris-syieh el-Durani]

The mating of the blades; [a romance of the East and West] 281 p. D [c. '20] N. Y., J. A. McCann Co., 188 W. 4th St. \$1.90 n.

Andrews, Lincoln Clarke

Manpower. 12+162 p. D [c. '20] N. Y., E. P. Dutton, 681 5th Ave. \$2 n.

Contents: Using human tools; Psychological elements of organization; The principles of leadership. This book is an adaptation of the author's "Military manpower," to the needs of business men.

Military manpower; psychology as applied to the training of men and the increase of their effectiveness; with a foreword by Robert M. Danford. 15+220 p. S [c. '20] N. Y., Dutton \$2.50 n.

Partial contents: Analysis and explanation of psychologic elements; The principles of leadership; Mutual acquaintance among subordinates; Training must build character; Courage to be developed.

Andrews, Matthew Page, comp.

The women of the South in war times. 17+466 p. (1 p. bibl.) D c. Balt., Norman, Remington Co., 347 N. Charles St. \$2.50 n.

The activities of the Southern women during the Civil war, with a chapter on the work of the Daughters of the Confederacy in the World War.

Augustana (The) Synod

Bible primer; Old Testament; for use in the primary department of Sunday schools. 120 p. col. front. col. pls. S [c. '19] Rock Island, Ill., Augustana Bk. Concern 40 c.

Bennett, H.

Mason of bar X. 215 p. D [c. '20] Bost., R. G. Badger, 194 Boylston St. \$2 n.

The adventures of a New York banker's son in the Nevada mountains.

Benjamin, Isabel K. [Go Bang, pseud.]

Letters from a Pekingese by Go Bang; cover design by Maud Earl. no paging D [c. '20] N. Y., E. S. Gorham, 11 W. 45th St. bds. \$2 n.

Instructions for caring for Pekingese dogs, told in letter form.

Bodkin, Matthias McDonnell

When youth meets youth. 6+252 p. D N. Y., P. J. Kenedy, 44 Barclay St. \$2 n.

A novel in which Irish life is pictured.

Bourne, Randolph

History of a literary radical and other essays; ed. with an introd. by Van Wyck Brooks. 35+343 p. front. (por.) D [c. '20] N. Y., B. W. Huebsch, 116 W. 13th St. \$2 n.

Essays which have appeared in *The Atlantic Monthly*, *The Dial*, *The Yale Review* and other magazines.

Bowley, Arthur L.

The change in the distribution of the national income, 1880-1913. 27 p. D N. Y., Oxford Univ. Press, 35 W. 32nd St. pap. 90 c. n.

Bridgman, Howard Allen

New England in the life of the world; a record of adventure and achievement. 13+393 p. (2¼ p. bibl.) front. (por.) pors. O [c. '20] Bost., Pilgrim Press, 14 Beacon St. \$4 n.

New Englanders who have become famous in the industries and arts of America and Europe. The author is editor of the *Congregationalist and Advance*.

Brown, Brian, ed.

The wisdom of the Chinese; their philosophy in sayings and proverbs; with an introd.; preface by Ly Hoi Sang. 207 p. (1 p. bibl.) O [c. '20] N. Y., Brentano's, 225 5th Ave. bds. \$2.50 n.

Partial contents: Confucius: the doctrine of the mean; Lao Tzu: precepts and sayings; Chuang Tzu; The poetry of the Chinese; Moral maxims.

Anderson, B. M.

Factors of safety when prices drop. 37 p. tabs. charts O (The Chase economic bull., v. 1, no. 2) N. Y., The Chase National Bank of the City of N. Y., 57 Broadway pap. gratis

Barbee, Lindsey

Out of the stillness; comedy-drama in 3 acts. 116 p. diags. D (Denison's royalty plays) [c. '20] Chic., T. S. Denison & Co. pap. 35 c.

Boston, Mass., City Council, Statistics Dept.

City of Boston municipal register for 1920; con-

taining a register of the city government, rules of the city council, amended city charter of 1909; A survey of the city departments; with lists of executive and other public officers; also various statistics relating to the city; compiled and ed. for the City Council by the Statistics Dept. 330 p. front. (pors.) tabs. fold. map diags. O (City doc. no. 37) Bost., City of Boston Statistics Dept.

Boston, Mass., Statistics Dept.

Boston statistics, 1920; with memorable sites and buildings, etc. 83 p. S Bost., Mass., City of Boston Statistics Dept., 73 City Hall pap.

Brown, Charles Reynolds

Living again. 58 p. D (Ingersoll lectures) [c. '20] Cambridge, Mass., Harvard Univ. Press \$1 n.

Bunsen, Victoria Buxton de

Old and new in the countryside. 7+158 p. O N. Y., Longmans, Green, 4th Ave. and 30th St. bds. \$3.25 n.

Social life in rural England.

Burlingame, Anne Elizabeth

The battle of the books in its historical setting; introd. by James Harvey Robinson. 225 p. (6½ p. bibl.) D [c. '20] N. Y., Huebsch \$2 n.

Literary essays on Francis Bacon, Thomas Hobbs, Sir William Temple, Jonathan Swift, Charles Perrault, Fontenelle and others.

Butler, William Mill

Democracy and other poems; and The sea serpent; a comic opera in 3 acts. 329 p. D [c. '20] Bost., Badger \$2 n.

Buxton, E. M. Wilmot

A little book of St. Francis and his brethren; with 5 il. by Morris Meredith Williams. 46 p. front. D N. Y., P. J. Kenedy bds. \$1.10 n.

Bible stories for young people.

Chittenden, Frederick J.

The garden doctor; plants in health and disease. 10+153 p. D N. Y., Charles Scribner Sons, 547 5th Ave. bds. \$2 n.

An account of common garden troubles, and how to correct them.

Clarkson, Ralph Preston

Elementary electrical engineering; a text-book of theory and practice, particularly adapted for the instruction of mechanical, civil, and chemical engineers, and others desiring a short course. 15+187 p. front. il. tabs. charts diagrs. D [c. '20] N. Y., D. Van Nostrand, 8 Warren St. \$2 n.

Author is the Ivan Curry professor of engineering, Arcadia University, Wolfville, N. S.

Cohu, Rev. John Rougier

The Bible and modern thought. 11+341 p. O N. Y., Dutton \$6 n.

Partial contents: Misleading order and titles of Biblical books; Dawn of Israel's history; Historical Israel.

Collins, James H.

Straight business in South America. 9+305 p. O [c. '20] N. Y., D. Appleton & Co., 35 W. 32nd St. \$2.50 n.

Practical information regarding trade with the Latin-American countries, touching upon such important issues as buying, selling, advertising, exchanges, the packing of merchandise, banks and banking, and every vital phase of merchandising.

Corbin, Alice

Red earth; poems of New Mexico. 53 p. O [c. '20] Chic., Ralph Fletcher Seymour, Fine Arts Bldg. bds. \$1.50 n.

The majority of these poems have appeared in *Poetry*, *A Magazine of Verse*, *The New Republic*, and *The Dial*.

Cowley, Arthur Ernest

The Hittites. 8+94 p. il. O (Schweich lectures) N. Y., Oxford Univ. Press \$2.70 n.

The author is librarian, Bodleian Library, Oxford.

Crabb, William Darwin

Poems of the Golden West. 10+154 p. front. (por.) D [c. '20] San Francisco, Cal., Harr Wagner Pub. Co., 1112 Hearst Bldg. \$2 n.

Craigie, W. A.

A first English book for foreign pupils; with the pronunciation shown by marks applied to ordinary spelling; edition française par J. J. Van Hauwaert. 96 p. O N. Y., Oxford Univ. Press \$1.15 n.

Cyriax, Tony

Among Italian peasants; with an introd. by Muirhead Bone; il. by [the author.] 12+263 p. col. front. pls. O N. Y., Dutton \$5 n.

Sketches of the life of the Italian in the small villages in central Italy.

Czaplicka, Marie Antoinette Crispine

My Siberian year; with 32 il. from photographs. 12+315 p. pls. D N. Y., Oxford Univ. Press \$3.50 n.

Dante, Alighieri

Dantis Alagherii epistolae; the letters of Dante; emended text; with introd., tr., notes and indices and appendix on the Cursus, by Paget Toynbee. 56+306 p. O N. Y., Oxford Univ. Press \$5.65 n.

David, Charles Wendell

Robert Curthose; Duke of Normandy. 284 p. O (Harvard hist. ser.) [c. '20] Cambridge, Mass., Harvard Univ. Press, Randall Hall. \$3 n.

Davis, John William

The treaty-making power in the United States; an address by the [American Ambassador to Great Britain]; delivered at Oxford on February 20, 1920. 18 p. O (Oxford Univ. British-Am. Club paper no. 1) N. Y., Oxford Univ. Press pap. 70 c. n.

Davis, Noel

Sweeping the North Sea mine barrage; 1919; North Sea minesweeping detachment. [U. S. Navy]. 150 p. fronts. (pors.) il. pls. pors. O [c. '19] N. Y., Joseph D. McGuire, 241 West 37th St. \$7.50 n.

A pictorial history of the hazardous undertaking of the U. S. Navy in removing the mine barrage placed across the North Sea from Scotland to Norway to block the German submarines. The book also contains complete rosters of the 36 minesweepers, 24 submarine chasers and the 21 trawlers.

Bryan, William Frank, and Denton, George Bion

Manual for theme revision. 98 p. O c. '20 Menasha, Wis., G. Banta Pub. pap. 80 c.

Burns, Mary Modena

Schoolroom entertainments; dialogues, exercises, recitations, plays, folk dances, etc., for use in the schoolroom. [For children from 10 to 14.] 138 p. D [c. '20] Chic., T. S. Denison & Co. pap. 35 c.

Carman, Bliss

"An open letter" from Bliss Carman. 17 p. D [c. '20] Bost., Small, Maynard & Co., 41 Mt. Vernon St. pap.

Church (The) Library Assn.

A list of books recommended for Sunday school and parish libraries. 10 p. S Cambridge, Mass., The Church Library Assn. pap.

Dearmer, Percy, comp.

A kalendar of hymns ancient and modern; and the English hymnal for the Year of Grace 1920; with indication of first lines; 24th year of issue, 1919. 28 p. O N. Y., Oxford Univ. Press pap. 25 c. n.

Dickens, Charles

A Christmas carol; with 8 ill. and an English-Serbian vocabulary. 176 p. O (Oxford story readers for Serbians, 4th ser.) N. Y., Oxford Univ. Press pap. \$1.60 n.

Dickins, Guy

Hellenistic sculpture; with 23 pls. 14+99 p. Q N. Y., Oxford Univ. Press \$8 n.

Dole, Charles Fletcher

A religion for the new day. 11+296 p. D [c. '20] N. Y., Huebsch bds. \$2 n.

Partial contents: Spiritual evolution: a working formula; Changing human nature; Evil: what to make of it; The heresies that hurt men; Religion and industrial democracy; The gospel of percentages; The eternal life.

Douglas, Archer Wall

Merchandising studies of the states; their resources and development. 178 p. O c. N. Y., Ronald Press, 20 Vesey St. \$2 n.

Du Pin, de la Tour, Marquise

Recollections of the Revolution and the Empire; from the French of the Journal d'une femme de cinquante ans; ed. and tr. by Walter Geer. 22+422 p. front. (por.) pls. pors. O [c. '20] N. Y., Brentano's \$6 n.

The memoirs of Henriette-Lucie Dillon, who was born in Paris in 1770 and died in Pisa, Italy, 1853.

Farnell, Ida

Spanish prose and poetry; old and new; with translated specimens. 186 p. O N. Y., Oxford Univ. Press \$5.25 n.

Garland, Marie Tudor

The marriage feast. [verse] 9+147 p. D [c. '20] N. Y., G. P. Putnam Sons, 2 W. 45th St. bds. \$2 n.

A collection of short poems.

Garshin, Vsevolod Mikhailovich

What never happened; The meeting; The signal; Four days; ed. by Nevill Forbes. 112 p. O N. Y., Oxford Univ. Press \$1.15 n.

Garvie, Alfred E

Tutors unto Christ; introd. to the study of religions. 8+242 p. O N. Y., Oxford Univ. Press \$2.25 n.

Gautier, Theophile

De Paris a Bruxelles en diligence; extraits des Caprices et Zig-zags; ed. by H. L.

Hutton. 48 p. O (Oxford French plain texts) N. Y., Oxford Univ. Press 45 c. n.

Gillet, Louis

Le P. C. des Quatre-Cheminees; extraits des Chroniques du temps de la guerre; selected. and ed. by G. H. Clarke. 48 p. O (Oxford French plain texts) N. Y., Oxford Univ. Press 45 c. n.

Glass, Frederick J.

Drawing design and craft work for teachers, students, etc. 6+215 p. front. diagrs. pls. O N. Y., Dutton \$6 n.

Partial contents: Mass drawing and the silhouette; Lettering, heraldry, interlacing; Sketches from nature; Linoleum printing, wood staining, wood carving, gesso; Stencilling, leather-work, metal-work, wire-work. Author is headmaster, Londonderry Art School.

Goodell, Thomas Dwight

Athenian tragedy; a study in popular art. 297 p. D (Yale classical ser.) [c. '20] New Haven, Conn., Yale Univ. Press \$5 n.

Partial contents: Art, the arts, drama; Conventions of Attic tragedy; Stories and plots; Internal form; Aeschylus and character drawing; Euripides and new aims.

Gorky, Maxim

Reminiscences of Leo Nikolaevich Tolstoy; authorized tr. from the Russian by S. S. Koteliansky and Leonard Woolf. 86 p. D [c. '20] N. Y., Huebsch \$1.50 n.

An intimate picture of Tolstoy surrounded by his family and friends.

Gould, George Milbry

A pocket medical dictionary; giving the pronunciation and definition of the principal words used in medicine and the collateral sciences. 8th ed. rev., 40,000 words. 1035 p. S [c. '20] Phil., Blakiston's Sons, 1012 N. Walnut St. \$2; indexed \$2.50 n.

Greaves-Walker, A. F.

Clay plant construction and operation. 11+212 p. tabs. diagrs. charts O [c. '19] Chic., Brick & Clay Record, 610 Federal St. \$4 n.

Partial contents: Testing clay properties; Factors important to dies; Dryer details; Kiln construction and design [6 chapters]; Caring for equipment; Running a plant to capacity.

Haarhoff, Theodore

Schools of Gaul; a study of Pagan and Christian education in the last century of the Western Empire. 12+272 p. O N. Y., Oxford Univ. Press \$5.65 n.

Hall, Joseph

Selections from early Middle English; 1130-1250; ed. with introd. and notes; 2 pts.; pt. 1., Texts; pt. 2. Notes. 8+222; 4+223-676 p. O N. Y., Oxford Univ. Press \$6.75 n.

Earle, Georgia

The lie that Jack built; a comedy in one act. [Copyrighted in 1910 under title Mr. and Mrs. Robinson] 41 p. front. (por.) D (Denison's royalty plays) [c. '10-'20] Chic., T. S. Denison & Co. pap. 35 c.

Flint, Wesley P.

Further tests of dry sulfur compounds for the control of the San José scale; printed by authority of the State of Illinois. various paging tabs. O

(State of Ill., Dept. of Registration and Education, Div. of the Natural Hist. Survey, v. 13, article 13) Urbana, Ill., Dept. of Registration and Education pap.

Garth, Thomas Russell

Mental fatigue during continuous exercise of a single function. 9+85 p. tabs. charts O (Archives of psychology, Columbia Univ. contributions to philosophy and psychology, v. 26, no. 2) N. Y., Archives of Psychology, Substation 84. pap. 85 c.; \$1.10

Haney, John Louis

English literature. 452 p. (22 p. bibl.) front. il. pors. map O [c. '20] N. Y., Harcourt, Brace & Howe, 1 West 47th St. \$1.60 n.

Hardy, C. H.

Some famous problems of the theory of numbers; and in particular Waring's problem; an inaugural lecture delivered before the University of Oxford. 34 p. O N. Y., Oxford Univ. Press pap. \$1.15 n.

Harris, James Rendel, ed.

The documents concerning the appraisalment of the "Mayflower." 9 p. facsms. O (Souvenirs of the "Mayflower" tercentenary, no. 1) N. Y., Longmans, Green pap. 30 c. n.

The marriage certificate of William Bradford and Dorothy May. 5 p. facsm. O (Souvenirs of the "Mayflower" tercentenary, no. 3) N. Y., Longmans, Green pap. 30 c. n.

The Plymouth copy of the first charter of Virginia. 20 p. facsms. O (Souvenirs of the "Mayflower" tercentenary, no. 4) N. Y., Longmans, Green pap. 40 c. n.

Refusal of the Leyden authorities to expel the Pilgrims. 10 p. front. (facsms.) pls. (facsms.) O (Souvenirs of the "Mayflower" tercentenary, no. 2) N. Y., Longmans, Green pap. 30 c. n.

Harrison, Earl Stanley

An elementary Spanish reader; new ed.; with questions and exercises. 97 p. il. pls. D [c. '20] Bost., Ginn & Co., 15 Ashburton Pl. 72 c. n.

Harrow, Benjamin

Eminent chemists of our time. 16+248 p. front. (por.) pors. O [c. '20] N. Y., Van Nostrand \$2.50 n.

Partial contents: Perkin and coal-tar dyes; Mendeleeff and the Periodic Law; Madame Curie and radium; Remsen and the rise of chemistry in America; Fischer and the chemistry of foods. The author is associate in physiological chemistry, Columbia University.

Haslett, Harriet Holmes

Trial marriage; a satiric comedy in 3 acts. 123 p. D (American dramatists ser.) [c. '20] Bost., Badger \$1.75 n.

Herbert, Sydney

Nationality and its problems. 9+173 p. D N. Y., Dutton \$2 n.

Partial contents: Nation-making forces; Nationality and politics; Nationality and the great society; The future of nationality. Author is assistant lecturer, University College of Wales, Aberystwyth.

Hare, Walter Ben

A dream of Queen Esther; a Biblical drama in 3 acts. 79 p. diags. music D (Denison's select plays) [c. '20] Chic., T. S. Denison & Co. pap. 35 c.

The gold bug; a clean comedy of adventure in 4 acts. 126 p. D (Denison's royalty plays) [c. '20] Chic., T. S. Denison & Co. pap. 50 c.

Hepburn, Earle

A manual for notaries public; conveyancers, commissioners, etc.; as to acknowledgments, affidavits, depositions, oaths, proofs, protests, negotiable instruments, etc., for Pennsylvania; with forms and

Heldt, Peter Martin

The gasoline automobile; its design and construction. 6th ed. 762 p. il. pls. diags. O [c. '20] Nyack, N. Y., [Author] \$6 n.

Hope, Dorian

Pearls and pomegranates. [verse] 65 p. D [c. '20] N. Y., Putnam bds. \$1.50 n.

Hult, Adolf

Bible primer; New Testament; for use in the primary department of Sunday schools. 124 p. col. front. col. pls. S [c. '20] Rock Island, Ill., Augustana Bk. Concern 40 c.

Jameson, Storm

The happy highways. 3+306 p. D [c. '20] N. Y., Century Co., 353 4th Ave. \$2 n.

Johnson, Fenton

For the highest good. no paging D [c. '20] Chic., The Favorite Magazine, 3518 S. State St. \$1

A discussion of American politics. Author is editor of *The Favourite Magazine*.

Jones, Lloyd Kenyon, ed.

The ciphers of the Apocalypse; the great prophetic scriptural cryptogram that is woven into the Revelation. 153 p. O [c. '20] Chic., Communication, Suite 981-991 Rand, McNally Bldg. pap. \$1 n.

The Revelation of St. John the Divine; The symbolic significance of the Apocalypse; The interlocking ciphers of the Apocalypse; The master cipher: the ciphers worked out.

Kellor, Frances Alice

Immigration and the future. 15+276 p. D [c. '20] N. Y., G. H. Doran Co., 244 Madison Ave. \$2.50 n.

Partial contents: Racial opinion in America; Immigrant manpower; Foreign markets in America; Economic assimilation.

Ker, Claude Buchanan

Infectious diseases; a practical textbook. 2nd ed. 12+627 p. pls. charts O N. Y., Oxford Univ. Press \$14 n.

Ker, William Paton

The art of poetry; inaugural lecture delivered before the University of Oxford, June 5, 1920. 20 p. D N. Y., Oxford Univ. Press pap. 70 c. n.

Kirkbridge, Franklin Butler, and others

The modern trust company; its functions and organization; an outline of fiduciary banking. 5th ed., enl. and rev. 18+549 p. (15 p. bibl.) tabs. charts facsms. O '20 c. '05-'20 N. Y., Macmillan Co., 64 5th Ave. \$6.75 n.

Much new material has been added to this volume, which has been out of print for 18 months.

instructions. 88 p. O c. '20 Phil., Notaries Public Service Bureau, 331 Walnut St. pap.

Hermannsson, Halléér

Bibliography of the Eddas. 95 p. O (Islandica; an annual relating to Iceland and the Fiske Icelandic collection in Cornell Univ. Library, v. 13) Ithaca, N. Y., Cornell Univ. Library pap. \$1

Johnson, Frederick G.

Mary's millions; a comedy in 3 acts. 114 p. diags. D (Denison's royalty plays) [c. '20] Chic., T. S. Denison & Co. pap. 35 c.

Klein, Philip

Prison methods in New York State; a contribution to the study of the theory and practice of correctional institutions in New York State. various paging O (Studies in hist., economics and public law, v. 90, no. 1, whole no. 205) [c. '20] N. Y., Longmans, Green \$5.25 n.

Partial contents: Early punishments and the first prisons; Classification and segregation; Care and custody; Education, religious, secular, industrial; Management, control and supervision; System and routine; Indeterminate sentence and parole. Author is assistant secretary, Prison Assn., of New York.

Langdon, Courtney, tr.

The divine comedy of Dante Alighieri; the Purgatorio. 399 p. O [c. '20] Cambridge, Mass., Harvard Univ. Press \$5 n.

Lee, Sir Sidney, ed.

The dictionary of national biography, 1901-1911; the second supplement; reissue on thin paper, 3 v. bound in one, 1920. 12+650; 8+676; 8+728 p. O N. Y., Oxford Univ. Press \$16.20; half mor. \$28.35 n.

Leonard, William Ellery Channing

The lynching bee and other poems. 84 p. D [c. '20] N. Y., Huebsch bds. \$1.50 n.

Many of these poems have appeared in *The Liberator*, *The Wisconsin Literary Magazine*, *The Wisconsin State Journal* and other papers.

Levinger, Mrs. Elma Ehrlich

Playmates in Egypt; and other stories. 130 p. D c. Phil., Jewish Pub. Society of America, Broad St. and Girard Ave. \$1 n.

Eleven short stories for children.

Lincoln, Abraham

Selected writings of Abraham Lincoln; ed. by Albert Bushnell Hart. 345 p. front. (por.) pors. S (Living literature ser.) [c. '20] N. Y., Gregg Pub. Co., 77 Madison Ave. 75 c. n.

London, Jack

Brown wolf and other Jack London stories; as chosen by Franklin K. Mathiews. 312 p. front. il. D '20 c. '04-'20 N. Y., Macmillan \$1.75 n.

A collection of short stories for boys, made from London's works, by the Chief Scout Librarian, Boy Scouts of America.

Louismet, Dom Savinien

Divine contemplation for all; or, The simple art of communing with God. 195 p. col. front. D N. Y., P. J. Kenedy \$1.90 n.

Partial contents: Humility of the contemplative; Divisions of mental prayer; The literature of God; Inside the house of quiet; Marvellous fruitfulness of the perfect soul.

Lucy, Sir Henry

The diary of a journalist. 10+340 p. O N. Y., Dutton \$6 n.

Reminiscences of "Toby, M.P.," which deal with the literary, political and social life of England, from 1885 to 1917.

Lyons, Albert Brown

Practical standardization by chemical assay of organic drugs and galenicals; a manual for the student of pharmacy and a convenient hand-book of pharmaceutical assaying and standardization for the practical pharmacist, the manufacturer, the control chemist or the drug inspector. 397 p. D [c. '20] Detroit, Mich., Nelson, Baker & Co. buck. \$3.50 n.

Matheson, Annie

Roses, loaves and old rhymes. New ed. 38+152 p. D N. Y., Oxford Univ. Press \$2 n.

Mercer, Samuel A. B.

Ethiopic grammar; with chrestomathy and glossary. 116 p. O N. Y., Oxford Univ. Press \$3.40 n.

Merrill, Samuel

The moose book; facts and stories from northern forests; il. with reproductions of paintings, drawings, and photographs by Carl Rungius and others. 2nd ed. 3+399 p. front. il. pls. fold. map O [c. '20] N. Y., Dutton \$8 n.

Merry, Glenn Newton

The principles of speaking; a text-book for an introductory course. 12+180 p. il. O Iowa City, Ia., The Clio Press pap. \$2; \$3 n.

Meyer, Henry Herman

The lesson handbook; a concise commentary on the international improved uniform lessons for the entire year; 1921; The Gospel of Matthew; The social teachings of the Bible; The life and letters of Paul. 160 p. maps nar. T [c. '20] N. Y. and Cin., Methodist Bk. Concern, 150 5th Ave. 40 c. n.

The superintendent's helper, 1921. 192 p. nar. T [c. '20] N. Y. and Cin., Methodist Bk. Concern 40 c. n.

Mills, Joseph Travis

Great Britain and the United States; a critical review of their historical relations. 68 p. D N. Y., Oxford Univ. Press \$2.50 n.

Monaghan, Mary L.

Dialogues for rural schools; for all ages. 128 p. D [c. '20] Chic., T. S. Denison & Co. pap. 35 c.

Nearing, Scott

Europe and the next war. 32 p. D [c. '20] N. Y., Rand School of Social Science, 7 E. 15th St. pap. 10 c.

Pearse, Arthur Sperry

The fishes of Lake Valencia, Venezuela. 51 p. (1 p. bibl.) diagrs. tabs. O (Univ. of Wis. studies in science no. 1) Mahison, Wis., Univ. of Wisconsin pap. 50 c.

Pittsburgh. Carnegie Library

Foreign-born Americans; their contribution to

American life and culture; a selected list. [A bibliography.] no paging fold. tab. O Pittsburgh, Pa., Carnegie Library pap.

Shallcross, Cecil F.

Development; an address delivered before the National Assn. of Insurance Agents at Des Moines, Ia., Oct. 20-22nd, 1920, on their 25th anniversary. 8 p. O N. Y., North British and Mercantile Insurance Co., Ltd., 76 William St.

Teesdale, E.

The open shop versus the closed shop. 16 p. O Seattle, Wash., Raymer's Old Book Shop, 1330 First St. [Ag'ts.] pap. 25 c.

Moss, James Alfred, and Guild, George Rendel

Military students text book; v. 3; for use of R. O. T. C. units at educational institutions; approved by the War Dept.; advanced course; 3rd year, senior division R. O. T. C. 415 p. il. tabs. diagrs. O [c. '19] Menasha, Wis., G. Banta \$1.90 n.

Mowat, Robert Balmain

A new history of Great Britain; pt. 1; From the Roman conquest to the death of Queen Elizabeth. 12+307 p. il. O N. Y., Oxford Univ. Press \$1.60 n.

Nothstein, Ira O., ed.

My church; an illustrated Lutheran manual; pertaining principally to the history, work and spirit of the Augustana Synod. v. 6. 132 p. front. pls. pors. il. maps D [c. '20] Rock Island, Ill., Augustana Bk. Concern 30 c.; 60 c. n.

The editor is librarian of Augustana College and Theological Seminary, Rock Island, Ill.

Pagé, Victor Wilfred

Motorcycles and side cars; construction, management, repair; a comprehensive non-technical treatise; defining all forms of the lighter, self-propelled vehicles, principles of operation, construction and practical application of components in leading American and foreign machines; also complete advice on management and overhauling, repair and maintenance of all representative types. 2nd ed., rev. and enl. 693 p. front. il. diagrs. tabs. plans pls. D '20 c. '14-'20 N. Y., N. W. Henley Pub. Co., 2 W. 45th St.

Paul, Eden, and Paul, Cedar

Creative revolution; a study of communist ergatocracy. 220 p. (6 p. bibl.) O [c. '20] N. Y., T. Seltzer, 5 W. 50th St. \$2.50 n.

Partial contents: Socialism through the class struggle; Historical significance of the Great War; The dictatorship of the proletariat; Socialism through parliament or soviet?

Perry, Ben Edwin

The metamorphoses ascribed to Lucius of Patrae; its content, nature and authorship; a dissertation presented to the faculty of Princeton University in candidacy for the degree of Doctor of Philosophy. 74 p. O N. Y., G. E. Stechert & Co., 151 W. 25th St. \$1 n.

Raynal, Lieut.-Col.

Le fort de Vaux; extraits du journal du Lieut.-Col. Raynal; selected and ed. by G. H. Clarke. 48 p. F (Oxford French plain texts) N. Y., Oxford Univ. Press 45 c. n.

Ridge, Lola

Sun-up and other poems. 91 p. D [c. '20] N. Y., Huebsch bds. \$1.50 n.

A few of these verses have appeared in *The New Republic*, *Poetry*, *Play-boy*, *Others* and other magazines.

Ruckmick, Christian Alban

The brevity book on psychology. 114 p.

(5 p. bibl.) D (Brevity library) c. Chic., Brevity Pub. Co. \$1 n.

Sampson, Ralph Allen

On gravitation and relativity; being the Halley lecture delivered on June 12, 1920. 24 p. D N. Y., Oxford Univ. Press pap. 90 c.

Schalk, Gustav

Siegfried nach Schalk's Deutschen heldensagen; adapted and ed. by A. E. Wilson and A. Meyrick; with questions, exercises, and a vocabulary. 110 p. D (Oxford junior German ser.) N. Y., Oxford Univ. Press 80 c. n.

Schiller, Friedrich von

Der geisterseher von Friedrich von Schiller; herausgegeben von R. A. Cotton, 1920; with questions, exercises, short notes, and a vocabulary. 95 p. D (Oxford junior German ser.) N. Y., Oxford Univ. Press 80 c. n.

Sewell, Jesse P., and Klingman, George Adam

The Bible outlined in a hundred lessons. 246 p. il. maps D c. Cin., F. L. Rowe, 422 Elm St. \$1.50

Sherwood, John F.

Public accounting and auditing, correlating the subjects, accounting-theory and practice, auditing-theory and practice, and commercial law; thereby enabling the student to obtain a view of each of these subjects in its relation to the problems of the public accountant and auditor. 258 p. forms diagrs. O c. Cin., South-Western Pub. Co. \$3.50 n.

Shugrue, Martin J.

Problems in foreign exchange. 16+173 p. tabs. facsms. D [c. '20] N. Y., Appleton 25 n.

Foreign exchange discussed from every angle.

Sills, William Clarence

Sales talks; being a series of man-to-man articles, instructive and inspirational, and written for the purpose of increasing and helping in the development of personal and business efficiency. 94 p. front. (por.) O [c. '20] N. Y., Chevrolet Motor Co., B'way and 57th St. bds. priv. pr.

Terse essays on how to sell automobiles successfully.

Smith, Allan Corstorphin

The secrets of jujitsu; a complete course in self defense. 7 v.; bk. 1, The secret of the stahara; bk. 2, Defenses against waist and throat attacks; bk. 3, Wrist escapes; bk. 4, Defenses when attacked from behind; bk. 5, Defenses against knife, club, pistol, or kick; bk. 6, Wrist twists, come-alongs, hammerlocks, escapes, etc.; bk. 7, The secret front strangle, the stahara deathlock, the scissors death lock. 240 p. il. O Columbus, Ga., Stahara Pub. Co. pap. \$5 per set.

Smith, Logan Pearsall

A few practical suggestions; editorial, co-operation of members, etc.; and report to Easter, 1920. 20 p. D (Society for pure English, tract no. 3) N. Y., Oxford Univ. Press pap. 70 c. n.

Spinney, Louis Bevier

A text-book of physics. Rev. ed. 617 p. il. O '20 c. '11-'20 N. Y., Macmillan \$4 n.

Storr, Vernon Faithfull

The argument from design. 66 p. D (Liverpool Diocesan Bd. of Divinity pub., 22) N. Y., Longmans, Green pap. 80 c. n.

Subotic, Dragutin, and Forbes, Nevill

Engleska gramatika napisali Dragutin Subotic i Nevill Forbes. [An English grammar for Serbians.] 144 p. D N. Y., Oxford Univ. Press pap. \$1.60 n.

Thackeray, William Makepeace

Barry Lyndon; ed. by Charles Elbert Rhodes. 432 p. front. (por.) S (Living literature ser.) [c. '20] N. Y., Gregg Pub. Co. 88 c. n.

Thomson, Alexis, and Miles, Alexander

Operative surgery; a companion volume to a Manual of surgery, v. 1 and 2. 3rd ed. 18+619 p. il. G N. Y., Oxford Univ. Press \$5.50 n.

Tilley, Arthur Augustus

The French wars of religion. 54 p. (6 p. bibl.) D (Helps for students of history, no. 8) N. Y., Macmillan pap. 25 c. n.

Tileston, Mary Wilder

Amelia Peabody Tileston and her canteens for the Serbs. 192 p. front. (por.) pls. pors. O [c. '20] Brookline, Mass., Mrs. J. B. Tileston priv. pr.

This volume is published as a memorial to Miss Tileston, who served in Serbia from 1916 until her death in Belgrade, on Feb. 22, 1920.

Webster, Edward Harlan

Teacher's manual; effective English expression; a high school text on oral and written composition. 72 p. D c. N. Y., Newson & Co., 73 5th Ave. \$1.36 n.

West, Willis Mason

The story of man's early progress. 694 p. il. maps D (Allyn & Bacon's ser. of school histories) [c. '20] Bost., Allyn & Bacon, 50 Beacon St. \$2 n.

Whitman, Walt

The gathering of the forces; editorials, essays, literary and dramatic reviews and other material written by Walt Whitman as editor of the Brooklyn *Daily Eagle* in 1846 and 1847; ed. by Cleveland Rodgers and John Black; with a foreword and a sketch of Whitman's life and work during two unknown years. 2 v. 53+272; 13+394 p. fronts. (pors.) pls. pors. O [c. '20] N. Y., Putnam bds. \$15 n.

Partial contents: American democracy; Europe and America; Government; War with Mexico; Polit-

ics; Personalities of the time [Andrew Jackson, Daniel Webster, Zachary Taylor, George Bancroft, Jefferson Davis, John Quincy Adams]; Book reviews.

Wilkins, Ernest Hatch, and Marinoni, Antonio

L'Italia; [with vocabulary] 12+187 p. front. pls. S (Univ. of Chicago Italian ser.) [c. '20] Chic., Univ. of Chicago Press \$1.50 n.

A survey of Italy, past and present.

Williams, Charles

Divorce [verse]. 120 p. D N. Y., Oxford Univ. Press \$1.80 n.

Williams, John Henry

Argentine international trade under inconvertible paper money, 1880-1900. 296 p. O (Harvard economic ser.) [c. '20] Cambridge, Mass., Harvard Univ. Press \$3.50 n.

Wilson, Guy Mitchell, and Hoke, Kremer J.

How to measure. 282 p. fold. tab. fold. chart. diagrs. D [c. '20] N. Y., Macmillan \$2.20 n.

Educational measurement for spelling, handwriting, arithmetic, reading, drawing, general intelligence, as a test for pupil ability and pupil difficulties.

Withington, Robert

English pageantry; an historical outline; v. 2. 435 p. O [c. '20] Cambridge, Mass., Harvard Univ. Press \$6 n.

Wolcott, Laura

Maddalena's day; and other sketches. 134 p. D [c. '20] New Haven, Conn., Yale Univ. Press \$1.50 n.

A few of these essays have appeared in the New York *Evening Post* and the *Springfield Republican*.

Woodbridge, Homer E.

Essentials of English composition. 10+257 p. D c. N. Y., Harcourt, B. & H. \$1.20 n.

Woody, Thomas

Early Quaker education in Pennsylvania. 287 p. front. (map) diagrs. O (Contributions to educ. no. 105) c. N. Y., Teachers College, Columbia Univ. \$3 n.

Wooley, C. Leonard

Dead towns and living men; being poems from an antiquary's note-book. 8+260 p. il. O N. Y., Oxford Univ. Press \$6.25 n.

Wright, Charles Henry Conrad

French classicism. 177 p. O (Harvard studies in romance languages) [c. '20] Cambridge, Mass., Harvard Univ. Press \$2.50 n.

Young Men's Christian Assn.

History of the Y. M. C. A. in the Le Mans area. 218 p. il. pors. fold. map O. Portland, Ore., The Arcady Press & Mail Advertising Co. \$4.25

Zendegui, G. De

Sones de la lira Inglesa. [English poems tr. into Spanish.] 160 p. O N. Y., Oxford Univ. Press \$2.50 n.

The Publishers' Weekly

62 West 45th Street, New York

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In Zones 1, 2, 3, 4, and 5	\$6.00
In Zones 6, 7, and 8 and Canada	\$6.50
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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

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THE ANNUAL SUMMARY NUMBER

To Publishers:

The important "Annual Summary Number" of the PUBLISHERS' WEEKLY will be issued January 22nd.

This is the issue that contains much interesting data and important statistics relating to the book-trade—material that will be kept for reference during 1921.

An important feature is the directory of publishers, authors and others issuing books during 1921.

It is a good issue of the WEEKLY in which to announce your early publications for 1921 and to emphasize your 1920 successes.

The "America Month" drive (February), a big feature of the "Year 'Round Bookselling Campaign," will be well under way when this issue of the WEEKLY reaches the dealers. Your advertising must feel the effects of the increased bookselling activity.

Please send your copy for advertising space as early as possible, especially if proof is wanted for corrections.

January 1, 1921.

The Publishers' Weekly

Rare Books, Autographs and Prints

THE second annual volume of "Print Prices Current" has just been published in London.

Conrad first editions continue to bring good prices when they appear in English auction rooms. At Sotheby's last month a copy of "The Nigger of the Narcissus," 1898, brought £9 5s. and "Chance," 1913, £10 10s.

The *Bookman's Journal and Print Collector*, of London, devoted to the interests of all who have to do with rare books and prints, has completed its first year. It has thoroly established its usefulness and has made many friends on this side of the Atlantic as well as at home.

The death of Patrick F. Madigan, dealer in autograph letters, documents and manuscripts, in this city, will probably end one of the most interesting shops of its kind in this country. For years he made a specialty of framed autographs and the good taste with which the work was done made purchasers among many who had never cared for autograph collecting.

The University of Texas has issued a catalog of the Wrenn library in a limited edition of 120 copies. A few copies were distributed among the Wrenn family and those instrumental in purchasing the collection for the university. The remainder were distributed among important libraries in this country and abroad. A copy has been sent to both the New York Public Library and to the Columbia University Library.

The sale of rare literary material of all kinds from well-known English libraries continues to find its way into the London auction rooms. On January 17, 18 and 19 several consignments will be sold at Sotheby's and will comprise finely illuminated manuscripts on vellum, incunabula, rare early Bibles, early English literature including a good copy of the Third Folio of Shakespeare and a first edition of Milton's "Paradise Lost," Americana including a first edition of John Eliot's Indian Bible, rare early books of travel and a collection of tracts relating to Ireland.

A "Directory of Bookplate Artists," with notes concerning their work, has been compiled entirely from data supplied by the artists themselves and published by Alfred Fowler, of Kansas City, Mo. The notes in each case deal with the media in which the artist works, the style of design in which he specializes, the approximate cost of a design of his workmanship and the length of time he has been making bookplates. The information is quite complete and will be of value to every one interested in the subject of bookplates. It is invaluable to any one contemplating having a bookplate made, as it greatly simplifies the choice of an artist to make the design. The designer's complete address is given in each instance.

Rare Americana from the collections of Mrs. W. M. Brickner and Mrs. J. C. Wilmerding, both of this city, will be sold at the Anderson Galleries January 10, 11 and 12. This is an important and varied collection of Americana and includes early American imprints, long runs of uncommon American almanacs, early laws of many states, rare broadsides including two Maryland broadsides printed in Annapolis in 1707, unrecorded tracts and books and some items that have never appeared in an auction room before. Among the autographic material is a letter of one page quarto, written in the third person by Button Gwinnett, signer of the Declaration of Independence from Georgia. This is a longer specimen of the handwriting of Gwinnett than was in either the Danforth, Thacher or Joline collections and it is claimed to be the longest letter in his handwriting ever offered for sale. The letter was written by Gwinnett for his wife and is undated. Next to Thomas Lynch, Jr., the signature of Button Gwinnett is the rarest of all the signers. He was an early governor of Georgia and was killed in a duel in 1777 being the second signer to die. He wrote a good hand and must have had occasion to sign many documents but for some unexplainable reason they have all disappeared. In the Danforth sale in 1912 a signed document brought \$4600; in 1914, Herbert L. Pratt, of this city, gave \$2800 for a signature at private sale; in the Joline sale, in 1915, a cut signature brought \$2850. Another important lot is an "Orderly Book" of the American Revolution relating to the Battles of Lexington and Concord, Burgoyne's campaign and surrender.

The last important sale of the season before the holidays took place at the American Art Galleries on December 20 and 21. It comprised seventeen consignments aggregating 882 items and brought \$21,284. It consisted of manuscripts of American, English and other authors, early printed books, association items and authors' inscribed copies, illuminated manuscripts of the 13th, 14th, 15th and 16th centuries, rare editions of the Bible, first editions of American and English authors, autograph letters and signed documents, colored plate books, eighteenth century French illustrated books, library sets, and fine bindings by American, English and French binders. There were many bargains, and dealers and collectors both profited by them. A few of the lots and the prices which they brought were the following: Ainsworth's MS. of "Stanley Brereton," 823 pp., bound in 4 vols., half morocco, \$200; Aquinas's "Summa de articulis fidei," Mainz, circa 1462. \$330; "Pentateuch" in Hebrew, Bologne, 1482, first edition in Hebrew, \$1100; Brinkley's "Japan, Its History, Art and Literature," 12 vols., in elaborate full Levant binding, limited Japan paper edition, 1903-04, \$370; Byron's MS. of "Prometheus," 3

Rare Books, Autographs and Prints

pages folio, \$400; Cowper's MSS. of 55 poems, 35 pages, 8vo, \$110; Dickens's "Pickwick Papers," made up from first and second issues of the original parts and extra illustrated, 2 vols., full levant, \$110; Bret Harte's MS. of "Jeff Brigg's Love Story," 64 pp., \$375; Holmes's MS. of "The Professor at the Breakfast Table," 437 quarto pages, \$2300; Third Folio of Shakespeare, \$925; Swinburne's "Cleopatra," corrected proof sheets, bound in royal 8vo volume, \$60; Walpole's "Miscellaneous Thoughts," etc., original unpublished manuscript, \$460.

F. M. H.

Get Out Your Books

When all the trees are drab and bare
And early comes the lengthened night;
When noiselessly the falling snow
Has wrapped the earth in robes of white;
When tainting cold and frosty rime
Have still the tongues of babbling brooks—
You've reached the psychologic time—
Get out your books!

Last summer, when you used to shirk
All reading for the baseball game,
You promised you would set to work
As soon as winter weather came.
You're going back upon your word
Of honor—that's the way it looks;
So let your pride and hopes be stirred—
Get out your books!

Don't get the notion that you know
Sufficient for your daily need,
For such a state of mind will show
That all your brains have gone to seed.
It's shaky ground you're standing on,
And if you're not held fast with hooks,
One little slip and you'll be gone—
Get out your books!

You'll find you're far from up to date,
If you will pause awhile to think,
But you can soon improve your state
With pencil, page, and printer's ink.
It takes some patience, that is true,
And lots of grit; but then, gadzooks!
There's sand and grit in each of you—
Get out your books.

—R. T. STROHM in the *Texaco Star*.

Liberator Smudges Ad

Because the current issue of the *Liberator*, a periodical published by Max and Crystal Eastman as the successor to the *Masses*, carried in its pages an advertisement of a book by Alexander Berkman called "Memoirs of an Anarchist," the Post Office Department has compelled the publishers to obliterate the advertisement before sending any copies thru the

mails to subscribers. Post Office officials said today that Berkman's book had been suppressed nearly two years ago. Berkman is now in Russia, having been deported with Emma Goldman. As a result, friends and subscribers of the *Liberator* have been called on to assist in smudging out a corner of a page in 60,000 copies, and they are now busily engaged in obliterating the offending matter.

Auction Calendar

Wednesday, Thursday and Friday afternoons, January 5th, 6th and 7th, at 2:30 o'clock. Selections from the library of Emerson Chamberlin of Summit, N. J. First editions of American authors from other libraries. (No. 1544; Items 845.) The Anderson Galleries.

Monday, Tuesday and Wednesday afternoons, January 10th, 11th and 12th, at 2:30 o'clock. Americana rarities from the collections of Mrs. W. M. Brickner of New York City and Mrs. J. C. Wilmerding of New York City, including an autograph letter of Button Gwinnett. (No. 1546; Items 743.) The Anderson Galleries.

Monday and Tuesday evenings, January 24th and 25th, at 8:15 o'clock. The library of Herman LeRoy Edgar. (Part 2; No. 1552; Items 346.) The Anderson Galleries.

Catalogs Received

Books—rare, curious, Masonic and miscellaneous, together with the usual selection of volumes. (No. 57, Items 411.) John Metcalfe-Morton. Ye Olde Booke Shoppe, 1, Duke St., Brighton, England.

Geschichte Geographie Genealogie Kostume Almanache. (No. 96; Items 974.) Paul Graupe, 38 Lützowstrasse, Berlin, Germany.

Manuscripts, incunabula, XVth Century books, rare Italian literature, early scientific works, etc. (No. 28; new series; Items 393.) J. I. Davis & G. M. Orioli, 24, Museum St., London, W. C. 1, England.

Modern books and first editions. (No. 10; Items 495.) J. I. Davis & G. M. Orioli, 24, Museum St., London, W. C. 1, England.

Military and Naval Catalog. (Military Catalog No. 2.) Henry Gray, Churchfield Road East, Acton, London.

Miscellaneous Books. (No. 7, new series; Items 521.) Albert Britnell, 815 Yonge Street, Toronto, Canada.

Selections from the library of a well-known theological writer (a large number bearing his signature and bookplate), supplemented by additions from many other sources, the whole classified under numerous headings. (No. 560; Items 1751.) Charles Higham & Son, 27a Farrindon St., London, E. C., 4, England.

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Aldus Book Co., 89 Lexington Ave., New York
 Cabell, Jurgen, Chivalry, 1st eds., Henry James.
 Boccaccio, Decameron, Rigg, 2 vols., London, 1906.
 Loti, Disenchanted, Wharton, Ethan Frohman.
 Charnwood, Lincoln, Court & Camp of Louis XIV.
 Sartaris, Week in a French Country House.
 Brangwyn, Belgium, Lunn, The Hanovrians.
 Illus. Program for Chu Chin Chow.

American Baptist Pub. Society, 1107 McGee St., Kansas City, Mo.

Prayers of the Bible, McFayden.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
 Kybalion or Kybalah Hermetic Philosophy, Book of the Dead.
 Dana Estes, Tolstoi, state ed. and binding.
 Theology, Dunn Butler.
 Christian Baptism, Ball.
 Visions of God, A. C. Rafferty.

Associated Students' Store, University of California, Berkeley, Calif.

Minchin, Protozoa.
 E. Staley, Guilds of Florence, Methuen.
 Garvie, Ritschlian Theology, Clark.
 Both out of print.

Australian Book Co., 16 Farrington Ave., London, E. C., 4

Proceedings of the Inst. of Radio Engineers, vols. 1 to 4.
 New York Times Current History, vol. 3, brown cloth.
 Bancroft, History United States, vol. 10, Little, Brown.
 Schraubstadler, Photo Engraving, St. Louis, 1892.
 Text Book of Chriopody, New York.
 Randall, Sources of Spencer's Classical Mythology.
 Schliep, Haematological Atlas, Remban.
 Reinhardt, Technic of Mechanical Drafting.
 Duke's Modern Dramatists, 1912.
 Schelling, English Chronicle Play.
 Payne, Highway Construction.

Wm. M. Bains, 1213 Market St., Philadelphia
 Freundlich, Foundations of Einstein Theory of Gravitation.

Barnes & Noble, 31 W. 15th St., New York
 Patterson's Illustrated Nautical Encyclopedia.
 Saunder's Marine Law.
 Carver's Carriage of Goods by Sea.
 Zizek's Statistical Averages.
 Ellis' Ultraviolet Light.
 Scheithauer's Shale Oils and Tars.
 Neuburger & Noalhat's Technology of Petroleum.

C. P. Bensinger Code Book Co., 13 Whitehall St., New York

Meyers 30th Edition Cotton Code.
 A B C 5th At Telegraph Code.
 Liebers Standard Code.
 Pocket Edition Western Union, Universal.
 Kellys, Thomas Directories.
 Any American-Foreign Language Code.

The Bobbs-Merrill Company, Indianapolis, Ind.
 The Pippin, by Evelyn Van Buren.
 Double Trouble, Herbert Quick.

Book-Hunters Shop, 1344 G. St. N. W., Washington, D. C.

With the Adepts, Frantz Hartman, 2 copies.
 Light and Color, Babbitt.

Chas. L. Bowman & Co., 225 Fifth Ave., New York
 Napoleon, T. E. Watson.

Brentano's, Fifth Ave. & 27th St., New York

The Voice of Africa, Leo Frobenius.
 On the Face of the Waters, Mrs. Steel.
 By Reef and Palm, Louis Becke, London, 1894.
 Jurgen.
 Chivalry, J. B. Cabell.
 Natural Food of Man, Carrington.
 American Vignola.
 How to Study Shakespeare, Fleming.
 Life and Philosophy of Schopenhauer, Zimmerman.
 Little Fig Tree Stories, Foote.
 History of Philosophy in Epitome, Schwegler.
 Handbook of History of Philosophy, Schwegler.
 Bird Homes, Dugmore.
 Louis Agassiz, Hodder.
 How Nature Study Should Be Taught, Bigelow.
 Nature Study and Related Literature, McLuvern.
 Nature Study Idea, Bailey.
 Insects, Their Life, History and Habits, Basin.
 Biology of the Seasons, Thomson.
 Plants Physiology, 2nd ed., Haroug.
 Living Plants, Haroug.
 Elements of Physics, vols. 1, 2, 3, Nichols.
 Blue Shirt and Khaki, Archibald.
 Biology of Seasons, Thomson.
 Story of the Outlaw, Hough.
 New Jest Book, Semon.
 Cyclopaedia of Anecdotes, Ervine.
 Tavern Anecdotes, Hindley.
 Knight of the Malta, Sue.
 Demoniac, Besant.
 Victor of Salamis, Davis.
 The Bead Winner, Hay.
 Fly Rods and Tackle, Wells.
 Kano Jio Jitsiu, Hancock.
 The Complete Gardner.
 Peter Pan's Ruben, Stevenson.
 History of Mr. Polly, Wells.
 The Great Company, Wilson.
 Art of Violin Bowing.
 Adelaide Crapsey's Poems.
 Last Words, Carlyle.
 Bally Galleen, Doyle.
 Standard Sight Operas, Upton.
 History of Eng. Sounds, Sweet.
 The Battle, Farrire.
 Genealogical Gleanings in England, Vaters.
 History of Plantation of Menunkeluck, pub. 1800.
 Bird Book, Reed.
 Dissenting Academies in England, Parker.
 Sunset Trail, Lewis.
 On Corporations, White.
 Miss Bretherton, Ward.
 Second Reader, McGuffey.
 Life of an Empress, Lollies.
 Coming Thru the Rye, Reeves.
 Training the Trotting Horse, Marvin.
 Little Citizens, Kelly.
 Art and Craft of Ribbon Making.
 Hunting Songs, Whyte & Melville.
 By Right and Sword, Marchmont.
 White Rose of Arno, Rhoscoaryl.
 Sastle Czavagas, Birt.
 American Duck Shooting.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

England and Holland of Pilgrims, Dexter.
 Tales That Never Die, Marie Edgeworth.

Albert Britnell, 815 Yonge St., Toronto, Can. [Cash]
 Jurgen, Cabell.

G. Brinkler, 27 States Ave., Atlantic City, N. J.
 Unwritten Meanings of Words.
 Cranio Muscular Origin of Brain, Erbes.

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 Am. Review of Polit. Science, set.
 Journal of Infectious Diseases, all vols.

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Moore, Northwest Under Three Flags.
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Drake's Epidemic Diseases of the Miss. Valley.
Knowles, Value of Friendship, cloth, or ooze.
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La Bon, Psychology of People in Evolution.
Holmes, Gardens of England.
Gardens of Eng., Old-New, Country Life.
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Morley's Gladstone, 2nd-hand.
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Strabo in English.
Herndon's Lincoln, 3 vols.
Molly Maguires, Anything on.
Academic Study, Late War, French Mag., set.
Avery's History U. S., 7 vols.
Life Clara Morris.
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Eothen, Kingslake, ill. by Brangwyn.
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Leslie's Boy's & G. Wkly., 1874-81, any.
Kitchcock, Modern Knight of Cross.
Kunz, Precious Stones, Also other authors.
Mackey's Masonic Hist., 7 vols.
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Birds of Ohio, 1 or 2 vol. ed.
Young's Concordance, 2nd-hand.
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Life Jesse James, cloth.
Citizens of Prague, Harper, paper, 2.
Harmonics of Evolution.
Jekyll, Gardens Small Homes.

A. L. Burt Co., 114 E. 23rd St., New York
Possession, Olive Wadsley, Dodd, Mead & Co.

C. N. Caspar Co., 454 E. Water, Milwaukee, Wis.
Stevenson, Novels, vols. 8 and 9, ½ red leath. or cl.
Nat. Geog. Magazine, Any complete vols. before
1912, bound or unbound.
Mark Twain, 25 vols.
Ridpath, History of the World, 9 vols.
Graham, Chastity, Lectures to Young Men.
Weaver & LeCron, 1000 Ways to Please a Husband.

Geo. M. Chandler, 75 E. Van Buren St., Chicago
Rinehart, Adventures of Letitia Carberry.
Middleton, Embers, Holt.
Prentiss, S. S., Speeches, 2 vols.
Shepherd, Historical Atlas, Holt.
Miller, Portrait Life of Lincoln.
Passmore, In Further Ardenne.
Wilke, P., Dawn and any plays by him.
Dix, B. M., Plays by, any.
Mencken, American Language.
Mencken, Ventures into Verse.
Mencken, Man Versus Man.
Hughes, Rupert, Old Nest.
Ellis, Studies in Psychology of Sex, 6 vols.
Courtship of Leonardi DaVinci.
Quiller-Couch, Delectable Ducy.
White, Blazed Trail Stories.

The Arthur H. Clark Co., Caxton Bldg., Cleveland, O.
Bicycling World and Archery Field, vols. 1 and 2
only.
Hadden, J. I. and Orderly Books, Albany, 1884.
Coffin, Our New Way Round the World.
Ward, Psychic Factors of Civilization.
Hall, Legends of West.
Account of La., Abstract of Documents, Phila., 1803.
Account of La., Laid before Congress, Nov. 14, 1803.
Planché, Cyclopaedia of Costume, 2 vols.
Funeral Customs, Burials, etc., any books on.
Stephens, Insurrections, Macmillan, 1917.
Contemporary Review, Sept., 1915, Jan., 1920, to
date.

City Library Assn., Springfield, Mass.

Blackie, Christianity and the Ideal of Humanity.
Sydney, England and the English in the Eighteenth
Century.

City Library Assn.—Continued

Temple, The Covenanter, the Cavalier and the Pur-
itan.
Shepherd, Historical Atlas, Holt.

Columbia University Library, New York

Arthur Broke, Romeus & Juliet, 1908.
H. Lichtenberger, Germany and Its Evolution in
Modern Times, tr. by A. M. Ludovici, Holt, 1913.
Frederic R. Marvin, Last Words of Distinguished
Men and Women, Revell, N. Y., latest ed.

Cossitt Library, Memphis, Tenn.

Place Names in the United States, Geological Sur-
vey Bull. 258 or 197.

Dartmouth College Library, Hanover, N. H.

Patten, Economic Basis of Protection.

Davis' Bookstore, 36 Vesey St., New York

Modern Plumbing, Starbuck, ed. 1906.
Dumas, Celebrated Crimes, vols. 1 and 4 of 8-vol.
ed., buckram.

George Dewey, 119 Summit St., Toledo, O.

Great Pyramid Jeesah.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

Books on Amusements, Games and Occultism.

Jas. F. Drake, 4 W. 40th St., New York

My Unknown Chum, Augucheeck, 1st ed.

E. P. Dutton & Co., 681 Fifth Ave., New York

Burns, Merry Muses, 1827, or reprint of this ed.
Cabell, The Certain Hour, 1st ed.
Curtis, Creation or Evolution.
Cuthell, Wilhelmina Margaravine of Baicruth.
Dixon, B. H., Border of Riding Clans followed by
a History of the Clan Dickson, Albany, 1889.
Doyle, The Lost World.
Fountain, Amazon from Its Source to the Sea.
Hoac, Philip, Diary or Journal.
Phelps, Story of Jesus Christ.
Phillips, The Cost.
Phillips, The Deluge.
Phillips, Golden Fleece.
Phillips, Her Serene Highness.
Phillips, The Master Rouge.
Phillips, The Reign of Guilt.
Phillips, The Treason of the Senate.
Phillips, The White Magic.
Phillips, Woman Ventures.

Geo. Engelke, 855 N. Clark St., Chicago

West, Nath., 1000 Years in Both Testaments.
Spalteholz, Anatomy, vols. 2-3, or set.
Ramsey, Astrology Restored.
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Henry K. English, 2035 Broadway, Indianapolis, Ind.
Wanted Nos. of National Geographic Magazine from
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Barber's Books on Glassware.
Plutocracy or White Slavery.
Pressure of Light, John Poynting.
Johnson's Dictionary.
Book of Knowledge.

Gammel's Book Store, Austin, Texas

The Book of Knowledge.

J. K. Gill Co., 3rd & Alder Sts., Portland, Ore.

Dictionary of Drygood Terms, Cole.
Dealers, send us your list of Western Books.

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J. K. Gill Co.—Continued

Holy Christian Catholic Bible or Holy Catholic Christian Bible.

Gittman's Book Shop, 1225 Main St., Columbia, S. C.
Young, A., Chronicles Pilgrim Fathers.
Life Lorenzo Dow, Goulding, Marooners' Island.
Elliott, Carolina Sports, Charleston, 1846, 172 pages.
Howe, Hist. of Presbyterianism in S. C.

Goodspeed's Book Shop, Boston, Mass.

Balfour, Life of Stevenson, 2 vols.
Bandelier, Gilded Man, 1893.
Bellamy, Duke of Stockbridge.
Benson, Catalogue of Etchings.
Cannon, Joseph, Hist. Mormon Faith.
Carrington, Vanished Arizona.
Chicago, Plan of, by Burnham & Bennett, 1909.
Clemens, S. L., Huckleberry Finn, Tom Sawyer, old eds.
Custer, My Life on the Plains.
DeWitt, Life of Jefferson, London, 1862, Paris, 1861.
Erasmus, In Praise of Folly.
Hammond, Woman's Part in a Revolution.
Hitchcock, E. A., Alchemy, N. Y., 1865; Other titles on same subject by him.
Hunter, G. L., Encyclopedia Textile Designing.
James, Henry, Essays in London.
Lamon, W. H., Life of Lincoln, Bost., 1872.
Life in Fiji, by a Lady.
Lyons, Colonial Furniture.
Linn, W. A., Story of Mormons, 1902.
MacKerlie, P. H., Hist. Lands in Galloway, 1870.
Masters in Art, vol. 7.
Miller, Wm., Life of, Books and Pamph. concerning.
Moore, Dict. Musical Information, this title only.
Mount Desert, Hist. of, Street.
O'Brien, Life Parnell, 1-vol. ed.
Rowley, Mass., Hist. of, Gage, 1840.
Sargent, L. M., Hubert & Ellen, L. p., Bost., 1812.
Ticknor, Spanish Lit., in Spanish.
Genealogies: Alison or Allison, 1893.
Bostwick Gen., N. Y.
Burgess Memorial, 1865.
Shinn, Story of a Mine.
Haines Gen., 1902.
Jennings, in Welles. Antiquity.
Lincoln, Ancestry of Abraham.
Mather Gen., 1890.
Pendleton, Brian, and Descend., 1910.
Soule Gen., 1883.

Benj. F. Gravely, Martinsville, Va.

Books concerning death of Crown Prince Rudolph and Baroness Marie Vetsera at Meyerling, Austria.
Rhinehart, Circular Staircase.

Intrigues and Scandals of Hapsburgs, books about.
Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.

Vernon Lee, Gospels of Anarchy, Brentano's.
Cross, Life of George Eliot.

Harlem Book Co., 47 W. 125th St., New York
Mid Stream, Will Livingston Comefort.
Rout of Living Men, Will Livingston Comefort.

The Harrison Co., 42 E. Hunter St., Atlanta, Ga.

McCall's History of Georgia.
American State Reports, 140 vols.
Green's Digest, 5 vols.
Decennial Digest.

Harvard Co-operative Society, Inc., Technology Branch, 76 Massachusetts Ave., Cambridge, Mass.
American Machinist, vol. 50, nos. 1, 2, 4, 5, 6, 7, 8, 9, 13, 17 and 20.
American Machinist, vol. 51, nos. 7, 8, 9, 10, 11, 12, 13 and 14.
Chemical Abstract Issue of Aug. 10, 1919.

Hazen's Bookstore, 238 Main St., Middletown, Conn.
Riddle of the Sands, Childers.

Himebaugh & Browne, Inc., 471 Fifth Ave., New York

Folk Ballads of Southern Europe, Jewett, 1910.
Folk Tales and Fairy Lore, McDougal.
Comic Almanac, Cruckshant, 2 vols.
Memoirs Wedmore.

Himebaugh & Browne, Inc.—Continued

Henty's Works.
New New York, G. J. Pennell.
History of American Painting, Isham.
Wisdom of East.
Chinese Literature, Giles.
Dollinger Essays.
A Man Who Tried to Be It, Mackenzie.
Water Colors on Venice, F. Hopkinson Smith.
Merrymount.
Tarry Lover.
Cotton Fabric Glossary, Bennett.
The Translation of a Savage, Sir Gilbert Parker.
Unoffered Secrets.
Hall and Lockes' Library.
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Mezotints, Connoisseur Library.
Etchings, Connoisseur Library.
Hunters Campfires in Many Lands, Harper.

Hochschild, Kohn & Co., Inc., Baltimore, Md.

From Gloom to Sunshine.
True Abraham Lincoln, Prof. Minor.
The Translation of a Savage, Sir Gilbert Parker.
Stowaway Girl, Tracy.

Paul B. Hoeber, 67 E. 59th St., New York

Harvey Lectures, 1905-06.
Ongania, Early Venetian Printing, illus., London, New York, 1895.

John Howell, 328 Post St., San Francisco, Calif.

Chamberlain & Salisbury's Geology, 3 vols.
Posepney, Genus of Ore Deposits.
Henri Fabre, Anything by him.
Beneficial and Injurious Insects of California, Essig.
Kelmscott & Doves Press Items.
Homer, old eds.
Californiana.
Ventures into Verse, H. L. Mencken.
George Bernard Shaw, H. L. Mencken.
Cupid and Psyche, Walter Pater.

H. R. Huntting Co., Myrick Bldg., Springfield, Mass.
Vanderpoel, Color Problems, Macm.

Hyland's Old Book Store, 204 4th St., Portland, Ore.
Smithsonian Institute, Tables Hyperbolic Functions.
The Choice of Pursuits, Nelson Sizer.
Arius, The Lybian.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

The Building Mechanic's Ready Reference, Cement Workers and Plasterers ed., Richey, pub. John Wiley & Son, 1908.

K. C. Book Exchange, 715 Main St., Kansas City, Mo.
Wyatt's Art of Illustrating in Europe from Earliest Times.

Segher's Tresor de Calligraphique.
Herbert's Illuminated MSS, Methuen.
Book of Hours of Anne of Bretagne, facsimile reprint, colors.

Kaufmann's, 5th Ave., Pittsburgh, Pa.

Master of the World, Verne.
Sphinx of Ice, Verne, pub. 1905.

Mitchell Kennerley, 489 Park Ave., New York

Memoirs of the Sanson Family.
Gouverneur Morris, Yellow Men and Gold.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.
Carpenter's Intermediate Sex.

Kuttner's Sons, 115 So. Spring St., Los Angeles, Cal.
New Int. Encyc., vols. 4, 6, 8, 9.
Askew, Schulamite.
Smith, Adventures of an Old Man.
Smith, Crogan.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.
John Martin's Big Book, nos. 1 and 2.

Lemcke & Buechner, 32 E. 20th St., New York
Crawshaw, Furniture Design for Schools and Shops, Peoria, 1914.

C. F. Libbie & Co., 78 Bedford St., Boston

Keating's Narrative of Long's Exp.
Frank Leslie's Boys' & Girls' Weekly.
N. E. Hist. & Gen. Register, quote any.

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Lord & Taylor Book Shop, Fifth Ave., 38th St., New York

Quilts and Their Making.

Free Public Library, Louisville, Ky.

Stanton, Henry T., Jacob Brown and Other Poems,
Robt. Clarke & Co., last ed.

Lowman & Hanford Co., Seattle, Wash.

Mrs. Ames, E. F. Benson.
Nature's Finer Forces, Roma Prased, Author, F. T. S.

M. F., care Publishers' Weekly

Frank Thilly, History of Philosophy, Holt.

McClelland & Co., 141 N. High St., Columbus, O.

Photography, Wm. Abney.

Photography, Chapman Jones.

Annual Photographures, 1901-1917.

Tent Dwellers, Paine.

Eyes and Ears, Henry Ward Beecher.

McDevitt-Wilson's, Inc., 30 Church St., New York

Berdoe, Browning Encyclopedia.

Seaside and Fireside Fairies, trans. from German of

George Blum & Louis Wahl.

Dodd Family Abroad, Lever.

Fifth vol., Old Merchants of New York, Barrett.

Story of Flute, H. Macaulay Fitzgibbon.

Jenks, Personal Problems of Boys Who Work.

Branchology, Cabell.

St. Nicholas for 1919, bound.

Ferns, Manual for North Eastern States, Campbell

E. Waters.

New Testament History for Elementary Schools,

MacLear, smaller ed.

The Quest Colonial, Robert & Elizabeth Shackleton.

Encyclopedia Americana.

Barber, American Glass, Old and New.

Wilde, Epigrams.

Newman McGirr, 39 S. 19th St., Philadelphia

Penna. Vol. Cavalry, 4, 8, 11 and 22nd.

Penna. Vol. Infantry Regiments, 1, 2, 12, 14, 17, 25,

28, 33, 36, 37, 41, 52, 57, 72, 83, 84, 85, 95, 100-28-31-49

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Lyon, Graphics.

Mitchell, Business Cycles.

Scott, Counsel for Defense, 6 copies.

Medical Standard Book Co., 301 N. Charles St.,

Baltimore, Md.

Life of Elizabeth Fry, Pitman, Little, Brown.

F. G. Melcher, 62 W. 45th St., New York

Baskerville's ed. of Paradise Lost.

Baskerville's Book of Common Prayer.

The Methodist Book Concern, 150 Fifth Ave., New

York

History of United States, Adams.

The Wm. Harvey Miner Co., Inc., 3518 Franklin

Ave., St. Louis, Mo.

Catholic Encyclopedia, large ed.

Putnam, Mrs., The Lady, S. & W., 1910.

Moroney, Third St., Cincinnati, O.

Babbitt's Mechanical Drawing.

Bargains in any Technical books.

The Morris Book Shop, 24 N. Wabash Ave., Chicago

Mystery of State, Brown.

Dorothy Vernon, Play ed.

Vegetable Land of Tartary.

Arius the Lydian.

John Morton, 1 Duke St., Brighton, England
Freemasonry or Rosicrucian Books, old or mod., al-
ways wanted, also old Masonic Curios or Regalia.

Newbegin's, San Francisco, Calif.

Young, De Medici, 2 vols.

Stillman's Autobiography of a Journalist.

The Olde Booke Shoppe, 509 Royal St., New Orleans,
La.

McColl, D. S., Nineteenth Century Painting.
Eca de Queiros, Epistolario de Fradique Mendez.

Old Book & Curio Store, 321 Royal St., New
Orleans, La.

Trollope, Anthony, Complete Works.

Young, Charlotte, Complete Works.

Broughton, Rhoda, Complete Works.

Hearn, Lafcadio, 1st eds., any.

Cable, G. W., 1st eds., any.

Old Corner Book Store, Inc., 27 Bromfield St.,

Boston

The Encyclopedia of Ceremics.

Pearlman's Book Shop, 933 G St., N.W., Washing-
ton, D. C.

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